



FINANCIAL TIMES

No. 25,577

Wednesday October 13 1971

** 6p

News Summary

GENERAL

BUSINESS

Anti-Market moves at Brighton

Anti-Market forces, while failing to gain a majority in the Party conference ball for next May, have turned into a march on Brighton to-day, with plans to demonstrate they

EQUITIES sagged but steadied before the close with the 30-share Index ending 0.8 off at 415.7. Overall ratio was 5 to 7.5.

THE £ moved up to \$2.4913 but closed seven points down in balance at \$2.4896.

GOLD gained 5c to \$42.55 and silver 0.5p to \$2.8p.

WALL STREET'S Index ended 1.61 up at 893.5.

CHLORIDE ELECTRICAL Storage and Oldham International, Britain's two biggest makers of rechargeable batteries, are to merge in an agreed £9.5m deal. The new group would have £80m annual sales, £6m pre-tax profit, 30 per cent of the automotive battery market and 70 per cent of the industrial battery market. Chloride, whose first-half pre-tax profit has jumped to £1.6m (£1.24m), is making an offer in shares and convertible loan stock putting a value of 45p on Oldham storage which rose 17½ to 52p. The deal has been done with a view to Britain's entry into the Common Market.

Wilson: Heath lied

Wilson declared as a "lie" Heath's allegation that he failed when PM to deal with threat to security by Russians. He said he would tell the Commons tonight to do its recommendations to Parliament Labour Party. See 26.

ster arrests

men were arrested in various parts of Ulster yesterday. In Belfast, a detained under the Special Powers Act was freed yesterday after being held in custody for an incident in July. He was granted £1,000 bail.

olen U.K. art und in Brussels

two paintings stolen in recent years and including one belonging to the Queen were recovered in a police raid on a Brussels art gallery. The painter, of whom one was taken from Hampton Court last month, was valued at £100,000 and £20,000.

rief pair jailed

members of relief Operation 2000 tried to distribute to East Pakistan have been sentenced to two years in jail by Pakistan authorities. Pakistan's new constitution. Page 9.

lyth denied

Officer denied a West Cheshire chief inspector's statement that figures showing a fatality rate were "bad" and that it had really been. Meanwhile, a private investigator claimed it had found 11 cases of adults favoured capital punishment.

rohit scare

ame police arrested an openly drunk man seen with automatic rifle at a window where Emperor Hirohito passed on a visit to the city. It gave him the bigger welcome of his tour.

dies in car

and two children, a boy and girl, were found dead in a car parked in woodland at Alton. A housewife from the flat died in the car.

ieffy . . .

London hospitals denied claims made by another from Fulham, that patients were carried out on stretchers. Faiza Jordan, 24, sister of US black militant Fred Davis, accused the government of repression against her and in Ulster after she had been beaten at Heathrow, where she questioned before being let in. She is here to raise a price for her sister's trial.

PRICE CHANGES

Prices in pounds unless otherwise indicated

RATES

£3.6575 + 1½% + 1½% Williams... 23 + 6 23 + 15

Yield... 350 + 15 141 + 25

Electric... 24 + 7 26 + 25

Monitors... 26 + 25 123 + 8

Goldberg (L.) 131 + 7 131 + 10

Greaves & Thomas... 150 + 10 150 + 10

Hattersley Steel... 214 + 6 214 + 6

House of Fraser... 322 + 17½ 322 + 17½

Oldham Corp... 506 + 11 506 + 13

Philip Lamp... 280 + 13 280 + 13

Shipping Ind... 153 + 7 153 + 7

UK Gold Fields... 57 + 3 57 + 3

Lorloro... 185 + 10 185 + 10

CART... 184 + 10 184 + 10

Metals Exploration... 305 + 15 305 + 15

Peko-Wallend... 740 + 7 740 + 7

Poseidon... 121 - 7 121 - 7

Reynolds... 121 + 13 121 + 13

Ultronar... 273 - 11 273 - 11

Brewing (C. T.) 454 - 10 454 - 10

McN. Disc. £1.1 + 1

FALLS

Goldberg (L.) 131 + 7 131 + 10

Tattinger... 600 - 20 600 - 20

U.K. DAILY STOCK INDICES

FINANCIAL TIMES

ANNUAL STATEMENTS

Annual Statement of Income and Expenditure

Consolidated Goldfields... 12

Industrial Ord... 412.7 412.7

Gold Mines... 653 653

Barbados and Wilts... 6 6

General Vlads... 15.75 15.75

P/E Radio... 17.27 17.27

Hull Breweries... 172 - 21 172 - 21

Joseph (Leo)... 280 - 20 280 - 20

Marks & Spencer... 267 - 14 267 - 14

Neill (Jas)... 121 - 7 121 - 7

Parsons... 7S - 13 7S - 13

Reynolds... 121 + 13 121 + 13

Ultronar... 273 - 11 273 - 11

Star (Great Britain) Holdings... 4.53 4.53

Union Corp... 1.52 1.52

Woolworths... 12.25 12.25

Yates... 12.25 12.25</

Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4

Joining the EEC

Sir.—In another of his extremely thoughtful and useful articles Cordon Tether (October 5) points out that conditions have changed in the Common Market since the debate began, that growth has become materially slower during the last two years and that on the latest figures industrial production over the region has actually declined.

But his conclusion that the assumptions on which the discussion has been proceeding should be re-examined must surely be an understatement. If changes in the EEC change the value of the arguments for joining, all the arguments must fall immediately to the ground. Once it is made, the association with the EEC is for ever; there is no mechanism for rescinding the agreement. It is for better or for worse; for richer or for poorer; there is no happy release in death, and there is no provision for divorce. We know for certain that there will be times during, say, the next 50 years, when there will be recession in the EEC, probably extensive unemployment, no doubt even serious social and political unrest. There will of course be the good times too. But the argument for joining is internally consistent only if it maintains that even when there is recession and tension in the EEC, Britain will be better off in it than outside it.

Weak arguments

In fact we find that several of the arguments on which most emphasis has been laid have been surprisingly weak. First, there is the amazing post hoc, propter hoc argument which states that the EEC countries are prosperous because they are members of the EEC. (They have many other factors in common which Britain does not share, for example, they tend to eat very small continental breakfasts.) Second, there is the argument which claims support from historical necessity. If ever there was a century which could teach us that there is nothing which can not claim historical necessity, it must surely be the one in which we live.

The frequency with which these arguments are used lends some justice to Joe Rogaly's view ("Why Economists can't see Justice to Joe Rogaly's view is Dangerous"), that the whole debate is monumental bore. It is indeed a tragic illustration of the Parkinsonian thesis that the more important the subject the more trivial does the discussion of it become. It also illustrates exactly John Stuart Mill's warning of the pitfalls awaiting men whose thinking "wants distinct."

"When they have to answer opponents [they] only endeavour, by such arguments as

they can command, to support the opposite conclusion, task of predigesting the most complex issues and serving them up as simple trivia to its ever more simple and bewildered audience. Thus the buckstressing agreement exists between certain industries and Government."

While we still have a few weeks left, we really should start listening to each other, if only for the fallacies.

David Fleming.
25 Tanza Road, NW3.

Playing politics

Sir.—With the plea that party unity should override all other considerations during the coming debates on our entry into the Common Market, it seems that the concept of Parliamentary Government is entering a new phase. If, for instance, Mr. Jenkins votes for Britain's entry the chances are that he will have done his homework and his subsequent voting will be the result of a logical analysis of the facts—as his constituents would expect. If, on the other hand, some Socialists and some Tories vote against their party's wishes, will they automatically be voting against all subsequent clauses? What we will seem to have at the end of the day is the system used in one-party countries being applied to Britain—that is, if, as is probable, the Whigs are put on.

Equally, no commentator can assess an individual Member of Parliament of going against his constituents' wishes when, apart from such a separate and clear issue as the fishing industry, upon which Lord Boothby bit the bullet, be in the realms of speculation where only trial and error can prove him right or wrong.

The only guide in recent months to have proved truly indicative of the intentions of the countries concerned has been the world-wide quick-slow revaluations and devaluations which have given us the one financial world cannot withstand—stagnation.

If, as Mr. C. Gordon Tether suggests, the years of most glorious growth for the EEC are coming to an end, we might postpone the expenditure of much cynical hot air in the House of Commons and wait for a further ten years while a divided Europe is more and more a divided Europe and more of it becomes. It also illustrates exactly John Stuart Mill's warning of the pitfalls awaiting men whose thinking "wants distinct."

If on such an issue the parties choose to play politics, it is not surprising that their credibility, and the credibility of politicians in general suffers at the bands of the mass media—faced as it

Export services

they are with the almost impossible task of predigesting the most suspect—one hopes without they received from their work foundation—but when decisions are made in private one cannot all that happens is that those are not prepared to move either to that same sort of covert people are paid for doing something, and are made to feel social outcasts into the bar-

gan. An extension of secret privilege is quite wrong and not in the public interest. If the Government range of export services are now so wide that they are physically unable to extend them equally to all who satisfy certain proclaimed criteria, then it is better to withdraw those services altogether than to introduce selectively.

The only possible guide in these circumstances is "a fair field and no favour" if we are to avoid the Orwellian situation of some exporters being deemed more equal than other exporters; and indeed when one recalls Thomas Jefferson's maxim "A trader has no country" it is not an open question whether trade and so-called national interest are reconcilable, and whether exporters are deserving of any special help at all?

Michael D. K. Turner.
11. The Close,
Montreal Park, Sevenoaks.

Services to exporters

Sir.—Some people have cause to be grateful for the range now available of Government services available to the British exporter. However there seems to have been a change in policy in that these services are not available to all comers, but certain categories of traders are given greater assistance than others; to use the current jargon, the principle of selectivity has been introduced.

To make the point clear, it is not just that some exporters have greater turnover and recourse than others which no one would dispute, but that among businesses of apparently equal merit, some receive official favour and some do not.

To take a medical parallel, a doctor has demands from both minor ailments and serious cases; equally he has a general list and his "private patients".

It seems that the Government has now drawn up a "private patients" list of exporters.

Apart from the difficulty of telling which commercial organisation will eventually turn out to be profitable and which will not—and if Government intervention so far is any guide, the volume of export traffic is everything, and considerations of the profitability of those exports comes nowhere—there is the further objection that a whole new area of potential nepotism is open. Anyone who knows the standards of integrity in the civil service will use the term nepotism with caution, but nevertheless it is highly undesirable that the temptation should exist. I think with horror about the manufacturer who told me: "Always site your factory in a marginal constituency."

One must repeat that a proper function of Government is to strike down privilege, not to create it. Some earlier ministerial action over the imposition of an income which is often

not much lower than the income of anti-dumping duties makes one hope that they received from their work, but when decisions are made in private one cannot all that happens is that those are not prepared to move either to that same sort of covert people are paid for doing something, and are made to feel social outcasts into the bar-

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Michael D. K. Turner.
11. The Close,
Montreal Park, Sevenoaks.

Wastefulness of unemployment

Sir.—We have already had Mr. Brittan saying that he is not going to talk about unemployment any more, but only about unfilled vacancies. Now we have Mr. Rogaly saying that we need a new definition of unemployment, because he has been to Newcastle and finds that people there are wearing shoes.

We do not need a new definition of unemployment. The definition he himself quotes from the OED is excellent: "not put to use; not applied to some end or purpose." The unemployed are people who want jobs and cannot get them. This is a bad thing, regardless of their economic circumstances. One of the marks of a good society is that it provides work opportunities for those who want them. The tragedy of unemployment at the moment is the hundreds and thousands of people who are made to feel useless. It is not just the registered unemployed; all kinds of people on the margin of employment (the partially disabled, for example) are pushed out into living basically empty lives.

It is not only wrong to make many people feel that they are useless; it is wasteful. The individual businessman may congratulate himself on getting rid of relatively unproductive labour, but society does not shoot these men. It provides them with an income which is often

taken on a contractual basis by the U.S. manufacturer when it is landed in U.K. duty is levied on the listed price plus freight plus insurance. Although I am not familiar with the detailed production processes, I feel that there must be common skills and methods between cycle and motor-cycle manufacture to enable the staff whose jobs are in jeopardy to benefit.

M. F. O'Meara.
144, Deneham Road,
Wallington, Surrey.

A letter destroyed

Sir.—On Friday October 1 the postman attempted to deliver a letter from Italy to 38, Francis Street, Brighton, the house being empty the letter was not delivered. The department to re-claim undelivered mail opens till 5 p.m. Friday, till noon Saturday, then open Monday. I went to the post office on Monday morning to claim my letter, only to be informed the letter had already been destroyed. Who gives the GPO the authority to destroy a letter of ours in the mail?

Brian Griffiths.
The London School of Economics
and Political Science.
Houghton Street,
Bloomsbury, WC1.

Private use of vehicles

Sir.—At week-ends one sees the vans and lorries of major British firms parked in places where their business is unlikely to have taken them. At least I assume that multiple grocers do not send their drivers to pick mushrooms.

Could those firms which do not permit the private use of their vehicles by their staff not indicate this on the vehicle? Then if a member of the public found a "not private user" lorry in a lane or up a side-street he could assume it was stolen and inform the police.

P. A. Daniels.
9, Cranleigh Close,
Weymouth Road, SE20.

Production job for BSA

Sir.—The decline in demand for its products has apparently given rise to BSA's current problems and the redundancies anticipated for production staff. Yet, in another, not altogether dissimilar industry, Carlton Cycles/Raleigh—*a* tube investments company—we have reports of production at top capacity to try to keep pace with a rapidly growing demand for cycles at home, and increasingly abroad.

Is it not possible for some cycle production work for BSA to be undertaken at the selling price required by

Customs barriers

the U.S. manufacturer when it is landed in U.K. duty is levied on the listed price plus freight plus insurance. Although I am not familiar with the detailed production processes, I feel that there must be common skills and methods between cycle and motor-cycle manufacture to enable the staff whose jobs are in jeopardy to benefit.

M. F. O'Meara.
144, Deneham Road,
Wallington, Surrey.

Valuation by U.K. Customs

Sir.—I was born an Englishman, but am now a naturalised American. I have occasion to import English products into the U.S. and American products into the U.K. Before the English business shut at unfair treatment they should set their own house in order with regard to import restrictions. The intent of duty levied by customs is to bring the value of foreign goods to the same level as domestic goods. In the U.S. the duty is assessed on the cost of the article listed as the selling price required by the U.K. manufacturer. This usually includes packing and freight to the dock. The sea, air or sea/air freight costs do not come into the customs assessment. If an article has a 10 per cent import duty then this would be levied on the U.K. manufacturer's required price. If the freight is air and relatively light it would not change the import duty required by the U.S.

H. A. Geary.
2 Ivory Place,
Brighton.

Smoking class distinctions

Sir.—Recently I had the pleasure of speaking to a joint conference of three learned institutions who met together for days. I observed that only 5 per cent of the many gathered smoked tobacco in any manner. Subsequently I went to a local "pub" and joined some younger friends who are described as artisans or engineers; and I noticed that I was the only one of eight who not smoke.

Has the Minister of Health anyone else concerned, anything to learn from this do you think?

T. E. S. Jobson.
1, Colder Churt,
Granger Hill, Moordhead.

TV Radio

Racing

Events

Eric given a chance

by DARE WIGAN

THERE IS the prospect of a good race this afternoon for a fit, ought to win the Newton Hanger Handicap Hurdle (315). Best View Chase "qualifier" (305) is at Cheltenham between Goren and Grange. On 17 runs last season without winning, looks like being sub-judged to another busy winter, for already he has had seven races, of which he has won four and been placed in three. However, he has been running in modest company, and I prefer Country Retreat—13 times successful over hurdles and who defeated Right Proud over fences at the last meeting here.

Another which won at the last meeting here at Cheltenham is Zavath, who represents Earl Jones's Staffordshire stable in the Postlip Handicap Chase (230). Zavath was the outsider of five runners on September 22, but beat well on 10 to 11 beat Trusty Day by five lengths, and I see no

reason why he should not be successful again.

Eric ridden by that promising young rider, Mr. P. Cundell was fancied to win the valuable Free Handicap Hurdle at Chepstow at the beginning of the month and understandably so seeing that on his previous appearance this bay horse by *Tomerlane* had failed narrowly against *Darjeeling Boy* in the Mark Lane Group Handicap Hurdle at Fontwell. And, though he did not win at Chepstow, Eric finished fifth, two lengths behind the winner, and will, I think, make amends at the Nailsworth Opportunity Handicap Hurdle (340).

The London Assay Office reported a 30.3 per cent rise in the number of silver articles handled, with the total weight of silver articles also increased nearly as much. The number of gold articles was slightly down, but the average weight of gold articles rose by 7.9 per cent.

The customer pays a small reservation fee and through a computer receives a selection of what is produced.

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Farming and Raw Materials

Turkey cuts: key to expansion

By Our Commodities Staff

TURKEY meat must be available in smaller units if it is to enter the second phase of its expansion, for which it is now poised. Mr. Brian Cookson, chairman of the British Turkey Federation's publicity and marketing committee, said in London yesterday.

This year had seen the first real signs of quarter, half and cut turkey portions becoming available in the shops. Other forms of ready-prepared turkey meat were also becoming increasingly available.

Mr. Cookson said Easter turkey sales this year of around 2m. birds were 50 per cent higher than last year. Sales at other seasonal peaks had continued to expand, while housewives were increasingly buying a turkey on a weekly basis. The cost of turkey meat had been falling in real terms over the last decade and it was now a significant competitor of beef, lamb, pork and other meats in terms of value for money.

London cotton trading ended

By Our Commodities Staff

LONDON cotton futures market quotations were yesterday suspended indefinitely after many months of inactivity and unchanged prices. The London market in raw cotton futures was opened in May, 1969, based on a fixed dollar contract, but on April 1 last year changed to a sterling contract because exchange controls on the dollar contract robbed it of sufficient speculator interest.

However, the contract was physically a very difficult one to work, and there were not sufficient stocks in warehouses to support it. The future of the market has been under discussion recently, but there seems to be a general feeling that since it is in existence it might as well stay, even if it is virtually "in moth balls" rather than go through the involved mechanics of settling it up again if needed at some future date.

No support buying for low-price eggs . . .

By JOHN FOWARDS

THIS Egg Authority is not to relieve the present glut of eggs that the egg products industry supplies by support buying of whose processors normally take surpluses it was announced yesterday. A statement by the Authority, issued after its large stocks at present.

The Government on October 1 raised the import levies on egg products. The levy on whole dried eggs went up from £110 to £350 a ton end that on whole frozen or liquid eggs was doubled to £230. But it gave considerable notice of the proposed levy increases, so there was a considerable build-up in imports prior to October.

All these factors had made egg product processors rather reluctant buyers of surplus eggs and farmers had been tempted to sell surpluses to retailers at low cut-prices instead. There are also allegations that some egg processors are illegally selling back surplus eggs bought at cheap prices to retailers.

Final crunch

In any event, there has been a steady build-up in surplus supplies recently, with production especially buoyant in Northern Ireland where producers have been steadily increasing their chick placings while the rest of Britain has been reducing its numbers.

However, the final crunch

Others view the price cuts as a logical move for the industry to take in an effort to boost consumption by lower prices, even if it puts some of the weaker producers out of business. In the past three months chick placings have started to rise again, after a long period of decline and feedsgrowth prices are much cheaper, suggesting there should be adequate supplies next year—hence the Egg Authority's inclination to intervene at this stage.

On the London Egg Exchange first-hand prices were marked down sharply yesterday to the lowest level since the "free" market started in April. Large eggs fell to £1.25-£1.45 a long hundred (120 eggs) against £1.50-£1.90 a week ago; standard were £1.10-£1.31 compared with £1.30-£1.70; medium down to 20.85-£1.00 (£0.95-£1.45) and small 20.75-£0.75 (£0.70-£1.05).

The pilot unit holds about 10,000 trout and is being run by Mr. Steven Tur, who was a fish farmer in Poland before the war. He is sharing the costs and profits with the Boots group.

Mr. Gerry Rankin, general manager of Boots Farms, believes there is scope in this type of farming just as there was in factory farming with chickens and pigs.

The report is of the review panel set up in May by Mr. James Prior, Minister of Agriculture, to consider the course of Britain's worst epidemic of fowl pest and the lessons to be learned from it for the future.

The report acknowledges that compulsory vaccination would be desirable, but the panel has been told to conclude that in the industry's present circumstances it would be practicable. If the will is there to undertake vaccination, there is no need for compulsion; if not, any possible machinery would be unenforceable as to be ineffective," says the report. The alternative is for the industry to make voluntary vaccination work.

The main obstacles to compulsory vaccination seem to be the scale of the industry. There are believed to be about 250,000 poultry keepers in Great Britain, ranging from the backyard domestic flock to the large-scale.

The panel is unable to estimate

... But Board to buy up potato surplus

THE start of a potato market support buying programme to counteract the surplus of supplies depressing potato prices was announced yesterday by the Ministry of Agriculture.

The Ministry said the Government had decided to launch immediately a support programme, financed jointly with the Potato Marketing Board. This decision had been taken because of the present level of growers' prices coupled with the prospect of some surplus from this year's crop which suggests that the average price for the season might not reach the price guaranteed to farmers. At present King Edwards, for example, are fetching only 21.217 a ton, much the same last year's very low price levels.

It is these big yields that have prompted the Government and Board to take action so early. But it is pointed out that there is usually a surplus of supplies at this time of the year, with some growers eager to receive a quick cash return rather than be involved in storing.

The need to intervene in the potato market again comes despite a sharp cut in the acreage planted this year from 560,000 to 525,000 acres. This was ordered, however, in the cut in acreage by the Government, to try to end very low prices last year should act as a brake on expansion this year and the surplus, if any, is likely to be very much smaller.

Cheap egg era

Some retail prices have already come down by 4p a dozen to herald the new cheap egg era, but of course the extent of retail price reductions varies according to district, quality—and the retailer's own particular motives.

There is little doubt that many egg producers are not making any money, or indeed suffering heavy losses at present price levels. However, this is what a "free" market, which the producers fought for in the abolition of the Egg Marketing Board, is all about.

There are virtually no imports at all at the moment, so it can fairly be claimed that the home producers have only themselves to blame for the present situation.

As Mr. Adrian Collingwood, the Egg Authority's chairman, said last night: "If we intervened by taking eggs off the market now in order to boost prices, we might dissuade many people from leaving the industry who really ought to be out of it."

Prices were likely to stay low for at least a fortnight, he forecast. Reuter

U.S. angry at Chile's copper grab

WASHINGTON, Oct. 12. THE STATE DEPARTMENT spokesman said here to-day that Chile's announcement that no compensation should be paid for the expropriated mining properties of two American copper companies had obvious serious implications.

Mr. Charles Bray declined to spell these out, however, explaining that the Department had just received a copy of the previous day's Chilean ruling affecting Anaconda and Kennecott mining companies.

"It obviously has serious implications for the principle and fact of just compensation," Mr. Bray said. Reuter

Boots joins fish farming experiment

By Our Own Correspondent

NOTTINGHAM, Oct. 12. AN EXPERIMENT in fish farming is being carried out in Scotland by the Boots group. A small pilot scheme to test the possibilities of producing rainbow trout for the table has been started at one of the company's farms at Craigievar near Brechin.

The pilot unit holds about 10,000 trout and is being run by Mr. Steven Tur, who was a fish farmer in Poland before the war. He is sharing the costs and profits with the Boots group.

Mr. Gerry Rankin, general manager of Boots Farms, believes there is scope in this type of farming just as there was in factory farming with chickens and pigs.

Record EEC grain crops

LUXEMBOURG, Oct. 12.

THE Common Market cereal harvest this year is expected to reach a record 78.1m. tons, the EEC statistical office here has announced. This is 12 per cent up on last year's total of 67.7m. tons. The EEC wheat crop is forecast at 33.7m. tons against 29.8m. tons last year and the previous record total of 32.4m. tons in 1968.

The statistical office said EEC wheat production this year will be considerably lower than in 1970 due mainly to unfavourable weather conditions in the earlier part of the year.

Meanwhile, provisional estimates by the statistical office put the sugar beet output this season at 50.5m. tons against 48.9m. tons last season.

Compared with a year ago there

FOWL PEST INQUIRY

Vaccination backed—but compulsion ruled out

BY GODFREY BROWN

FULL VACCINATION is endorsed in a report out yesterday as the poultry industry's only effective means of protection against Newcastle Disease (fowl pest). But it draws the line at recommending making vaccination compulsory, and puts the onus back on the industry to carry out its own disease prevention measures.

Vaccination is very much in line with the Ministry of Agriculture's long-standing and frequently-voiced belief, and it was announced yesterday that the Government had accepted the report's findings and recommendations in relation to England and Wales, while further consideration was being given to its possible application to Scotland. In some poultry industry circles, however, there was disappointment at the failure to make vaccination compulsory. It was felt there would still be a considerable hazard from unvaccinated flocks owned by small poultry keepers.

Neither is the panel able "in spite of extensive inquiries" to identify the source of the original two outbreaks—at Clacton-on-Sea and near Chelmsford—or to find any connection between them.

In one of its two major general conclusions, the panel says a new approach to fowl pest is needed, entailing an all-out and sustained effort by all concerned to maintain a voluntary partnership between the Ministry and the industry to secure the optimum degree of voluntary vaccination and improved hygiene. All other proposals should be related to, and subordinate to, this main aim.

The other main conclusion is that the traditional means of control of the disease is of only limited value.

The report acknowledges that compulsory vaccination would be desirable, but the panel has been told to conclude that in the industry's present circumstances it would be practicable. "If the will is there to undertake vaccination, there is no need for compulsion," says the report.

The alternative is for the industry to make voluntary vaccination work.

The report finds that the panel set up in May by Mr. James Prior, Minister of Agriculture, to consider the course of Britain's worst epidemic of fowl pest and the lessons to be learned from it for the future.

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American News

Panama to get new constitution

By Our Own Correspondent

PANAMA, Oct. 12.

NEW constitution to be prepared by about 500 Corregidores of major and magistrate small urban and rural districts before August, 1972.

A new labour code and an index

of impatience with the U.S.

are among the "important

announcements" made by

Panama's dictator, Brig. Gen.

General Torrijos on Monday.

Speaking before a crowd of 100,000

spectators attending the downtown

was marking the third

anniversary of the coup which

brought him to power, Torrijos

and the Corregidores would also

decide the type of Government

settled to rule Panama.

He said the new labour code

would become effective on

January 1, 1972. It would estab-

lish a labour court for rural

workers, provide conciliation for

collective contracts, make deduc-

tion of union dues by employers

obligatory, and would cover

borders of workers such as

shepherds and peddlers.

Referring to relations between

Panama and the U.S. as far as

the U.S.-controlled Panama

Zone is concerned, Torrijos

challenged the U.S. to

demonstrate that "they are the

true leaders of liberty" by

extending to Panama total

overignty over the Canal Zone.

Los Angeles port still idle

LOS ANGELES, Oct. 12.

A NEW dispute is continuing to

delay a return to work in the

port of Los Angeles after the

temporary end to the 101-day

West Coast dock strike. Work

continued yesterday in most of

the 24 West Coast ports but Los

Angeles and Long Beach were

still idle over a dispute on who

should operate cranes and other

handling equipment.

Port authorities said because

of this holdup they did not expect

work to resume here before next

week-end. Shippers are demand-

ing the right to pick the men

they want to handle cranes.

President Nixon last week

ordered a temporary halt to the

strike so that negotiations could

be continued during an 80-day

enrolment of period.

Reuter

U.S. unions to co-operate in next economic phase

THE U.S. labour movement agreed today to cooperate with the second phase of the Administration's economic control, after getting a statement initiated by President Nixon that said the Government would not veto Wage and Price Board decisions.

George Meany, President of the AFL-CIO trade union federation, said labour representatives would "help try to make the mechanisms" work and would serve on the Board that will review wage increases following the end of the 90-day wage-price freeze November 13.

But the AFL-CIO Executive Council and the leaders of the Teamsters and Auto Workers unions said they would set up a watchdog unit across the nation to monitor prices and make sure that there were no violations of the Administration's anti-inflation policy would not be overruled by the COLC.

Labour Secretary James D. Hodgson and Director George P. Shultz of the White House Office of Management and Budget met

Pay Board and Price Commission would have the power of establishing standards and criteria,

and of "rendering final decisions on individual cases."

Mr. Meany said that on the basis of the assurances given in the statement initiated by Mr. Nixon, the AFL-CIO Executive Council adopted a statement pledging co-operation and willingness to serve on the Pay Board.

One paragraph of the document said: "The COLC will not approve, disapprove or serve as an appeals level for case decisions made by the Pay Board and Price Commission, and it will not approve, revise, veto or revoke specific standards or criteria developed by the Pay Board and Price Commission."

The statement apparently was the assurance needed by the labour leaders that decisions of the Board that conflicted with the Administration's anti-inflation policy would not be overruled by the COLC.

The document also said the

Pay Board and Price Commission would have the power of establishing standards and criteria,

It was understood that the request would come in the form of legislation to extend the 1970 wage-price control law that gave the President authority to impose the freeze to be announced on August 15. The present law expires May 1, 1972, and the President will ask for a one-year extension, sources said. UPI

WASHINGTON, Oct. 12.

PRESIDENT Nixon today has threatened openly to impose unilateral restrictions on imports of Japanese man-made textiles unless a voluntary limitation agreement is reached or is close to being reached by October 15.

The President, who called a surprise Press conference at the White House this morning, would not however comment on the Japanese move or give any assessment of the prospects for a voluntary settlement. If quotas were imposed they would apply only to man-made textiles from the Far East.

Our Tokyo Correspondent writes: The Japanese Cabinet has authorized Kakuei Tanaka, Minister of International Trade and Industry, to reopen government level negotiations with the United States on restricting Japan's textile exports to the American market in a last-minute attempt to beat Washington's October 15 ultimatum.

Some sort of agreement is ex-

pected to be arrived at before

Friday when the American deadline expires. Prime Minister Eisaku Sato has instructed Mr. Tanaka to exert his best efforts to obtain concessions from the United States' negotiators in the best interests of the Japanese textile industry, which is opposed to the talks.

Yesterday the Japanese Cab-

net decided to have another attempt at reaching a settlement, following a lapse in its talks with the U.S. which stemmed from the deadlock. This decision has raised some hopes in the Administration that the U.S. threat of unilateral restrictions

WASHINGTON, Oct. 12.

FEW THINGS are more confus-

ing in the Canadian Federation

than the long-drawn-out process

of constitutional reform.

For most Canadians, this vaguely

concerns "repatriation" of the

constitution which still exists by

virtue of a British Act of Parlia-

ment, though they have been

quite aware for a generation that

the Mother of Parliaments has

not had the slightest wish to

interfere in Canada's domestic

affairs. Now, Wednesday, the fed-

eral cabinet to carry out the second

phase plan, including establish-

ment of a three-man panel of

Federal Judges to consider Wage

and Price Board appeals.

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WASHINGTON, Oct. 12.

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would end speculation over

the Japanese may finally be

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to the talks.

Mr. Tanaka has promised the

industry that he would not agree

to any textile arrangement which

was not accompanied by an un-

derstanding with the U.S. negoti-

ators that the existing 10 per-

cent surcharge first would be re-

moved on the import of textile

products.

Mr. Nixon said today that

other names are under consider-

ation, including those of two

women.

CANADIAN FEDERAL PROBLEMS

Real chance of breakthrough

BY ROBERT GIBBENS, MONTREAL CORRESPONDENT

Quebec has argued that it is not the opting-out process and chipping away at the constitution, giving more administrative autonomy to Quebec, that is the cause of separation and dissatisfaction with Confederation in Quebec. It may have given some encouragement to political separation at a crucial period of social change. But the real roots of Quebec's dissatisfaction with the federal system are based in history. The economic factors that have favoured Ontario, the influence of the Church and education, and also occasional clumsy use of the federal power and a refusal to share key decision-making.

Every French-speaking Canadian in Quebec, it is often said, is one-third separatist in his heart, but he knows also that he has gained a great deal from Confederation, especially in the past decade. He would be happier if his Government could go further step and get some say in the fields of naval and monetary policy, which he feels bear down unfairly on him. Quebec is impatiently on the march towards independence from Ottawa. He is impatient with the Trudeau Government, but he does not really wish to drop out, as the declining membership of the Parti Québécois seems to indicate.

What Quebec wanted at the Victoria constitutional conference in June was the right to administer the whole social welfare field, whether the funds came from federal or provincial sources. Other provinces were more interested in repatriation of the constitution from West minister. They were ready to leave Ottawa's rights in the social welfare field, as the Trudeau Government wanted in the package drawn up before the conference began.

Inevitable

This package had been tacitly accepted by M. Bourassa, in advance talks with the Prime Minister, Mr. Trudeau. But M. Bourassa had neglected to do a selling job within his own

Cabinet. He presented the pack-

age as it was, and it is still important.

Despite what is sometimes said

about the Victoria gathering

Export News

Dunlop backs radials for a grip on the U.S. market

BY MICHAEL CASSELL



Mr. J. Campbell Fraser

BL tackles problems in Israel

By Our Own Correspondent

A DELEGATION of British Leyland Motors has arrived in Israel for an on-the-spot investigation of the financial difficulties of the Autocars Company which is jointly owned by Leyland and Yitzhak Shabinsky of Haifa.

Autocars operates three plants—the Leyland Bus and Truck

Chassis plant at Ashdod; a passenger car plant at Tura Hacarmel near Haifa which turns out Triumphs and a locally designed range of fibreglass bodied cars powered by Triumph engines; and the so-called "Til" plant in Haifa intended for the production of parts for the other two plants.

Autocars' shortage of working capital stems from a number of difficulties including the acquisition of the Til plant at what is considered by many experts here at an excessive price.

Because of opposition by the workers Autocars has not yet achieved optimum division of operations between the Til and the nearby Tura Hacarmel plant.

There has also been a lot of friction over the past two years between Leyland and Shabinsky and other shareholders in Autocars who have meanwhile been bought out.

In addition sales of passenger cars have not come up to expectations.

Finally the August 21 devaluation of the Israeli Pund has increased the import costs of the company.

DUNLOP announced yesterday that in the first eight months of this year the group's direct exports were up by 16 per cent compared with the same period of 1970.

The good overseas record has been shared throughout the group and between January and August, export sales were valued at nearly £3m. The company pointed out last night that this figure does not take into account the extensive indirect exports of components which are supplied to vehicle manufacturers and other industries whose products find considerable overseas markets.

Hidden exports

These indirect exports, in fact, are estimated to have been worth between £8m and £9m in the first eight months of this year, about 11 per cent up on the same period of 1970.

Exports by the company's tyre group are helping to offset the effects of the poor home market and are up by 16 per cent overall. In particular, sales of radial tyres for both private and commercial vehicles are well up in the U.S., a major market. Dunlop is hoping that this surge in demand for its radial range foretells a changing trend in the U.S. where the conventional cross-ply tyre has been dominant until now.

Advantage

If the conversion to radial does take place on a major scale then the company says it is well placed to take advantage of the situation. Apart from the U.S. tyre exports are rising elsewhere, particularly in African countries.

Results overseas for the firm's coverings subsidiary, Dunlop Semtex, are also encouraging. The company says that exports in the first eight months have risen by no less than 76 per cent.

Power-Gas lands record \$38m. American order

BY JOHN TRAFFORD

IN one of the biggest orders ever clear preference for the Gas Council process. Wellman-Power-Gas is engaged in other negotiations to secure more orders for substitute natural gas plants in the U.S.

The contract to design and build a plant to make so-called substitute natural gas, the Gas Council's Catalytic Rich Gas process will be used.

The contract has been placed by Columbia LNG Corporation and covers a 25m. cubic feet a day gas plant to be built at Green Springa, near Toledo, Ohio. Completion is expected to take 18 months.

The recent spate of orders for substitute natural gas plants by U.S. energy suppliers underlines the growing shortage of natural gas from which the country is now suffering.

This is the first change in THE: It is becoming a commercial organisation. This year it expects to cover some 25-30 per cent of its expenditure from its own revenue.

The second change is the development of market research activity. It is pursuing a policy of linking with other organisations to undertake projects either to identify a market or to compile specifications.

Fortunately for Britain, the Gas Council's CRG process, which converts liquid naphtha to a high energy gas, has proved a winner for making the substitute gas. Orders have already been placed with other contractors licensed directly or indirectly by the Gas Council for plants using the process.

Power-Gas began a study of various processes based on different feedstocks last year for Columbia LNG and came up with a

plan to convert the plant to use

naphtha for the first time.

The equipment ordered consists mainly of glass-reinforced plastics buoys and Seagull lanterns with polycarbonate lenses.

The installations involved are the Occidental Oil Terminal at Zueta, Libya, the Shell offshore field at Qatar, the Shell Mex and BP single-point mooring buoys at Das Island, Arabian Gulf, and the extension to the Iranian Oil Services Terminal at Kargh Island off the Gulf Coast of Iran.

A third change is the steady internationalisation of the ser-

New specifications for the technical help brigade

BY DAVID CURRY

TECHNICAL HELP TO EXPORTERS lives in one of those new buildings which depends on artists impressions for its publicity because the reality is so grim. It occupies a new wing of the British Standards Institution complex at Hemel Hempstead. Opened at the end of September it cost £120,000, and the absence of lift shafts, cafeteria or toilets is due to the fact that it ran out of money £30,000 short.

Fortunately, the new departures being taken by THE show more originality than the building which houses it, despite the fact that both ultimately are dependent on Government money.

THE was set up by the Labour Government in the "export or die" mood that gave birth also to the British National Export Council. It started life with one engineer, and now it boasts 16 engineers and a staff of 43. From a budget of pocket money standards it now has £300,000 a year and with the optimism so endemic in those dependent on Government hountry it envisages handling about £2m. a year within 10 years.

Cost reduction

Commenting on the export situation, Mr. J. Campbell Fraser, joint managing director of Dunlop, said last night that the group's overseas success this year, coupled with its cost reduction programme, had helped to offset the slow growth rate currently being experienced in the U.K. market.

He added: "In tyre markets the growing interest in radial tyres in the U.S. indicates a growing opportunity for Dunlop."



Mr. Gordon Gaddes and his files—waiting for the politicians to catch up.

Commercial

Its function is basically the same as its founders intended. It collects, codifies and prints specifications for various items of manufacture demanded by overseas countries so that British goods enter a foreign market with the correct specifications.

It started off as a free service to exporters. When charges were introduced some 1,700 members paid £2 a year to receive the technical digests it produced. Now it expects to have over 1,000 members paying £20 a year to receive the digest.

Non-members pay a hourly rate of £6 for work done in answering queries, and members have their inquiries answered free for the first two hours' work and then pay at a 25 per cent discount for additional work. The minimum charge for an inquiry is £2.50.

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The second change is the development of market research activity. It is pursuing a policy of linking with other organisations to undertake projects either to identify a market or to compile specifications.

International

It is, for example, looking at the possibility of doing work on the technical requirements for navigation aids with Stone-Platt Crawley for light buoys or lights in the Gulf or for Libya. This is in addition to the £80,000 contract already in hand for the United Arab Republic for light buoys and lights for the Port of Alexandria.

The equipment ordered consists mainly of glass-reinforced plastics buoys and Seagull lanterns with polycarbonate lenses.

The installations involved are the Occidental Oil Terminal at Zueta, Libya, the Shell offshore field at Qatar, the Shell Mex and BP single-point mooring buoys at Das Island, Arabian Gulf, and the extension to the Iranian Oil Services Terminal at Kargh Island off the Gulf Coast of Iran.

A third change is the steady internationalisation of the ser-

vices. It is thinking of establishing an office in the U.S. It has got the rights to translate foreign regulations and practices relating to products exported to Asia to Europe, children's clothes perhaps. We could produce a report on the technical requirements facing a country dealing with noise and machinery safety. It could become something of an anti-pollution watchdog.

"For example," he continues, "we could do research into the market for light hard board, to sell its digest to light board for, to sell its digest to wood pulp."

This is still embryonic. THE

is not allowed to answer

inquiries from foreign companies even though its publications are available to them.

Vocabulary

But in another area there is a real chance that THE may become genuinely international.

This is in the promotion of exports from and sales to the Third World. It is hoping to conduct market research in developing countries not to seek out specification in standards, but to get to know who makes the importing bodies, who makes the infrastructure of importing.

By linking the efforts of developing countries THE would like to work basically with United Nations bodies.

It has done some work for the United Nations Industrial Development Organisation (including answering an inquiry from Ethiopia on regulations governing the import into the industrial world of raw wased wool and goat hair). It has some work in hand for the International Trade Centre.

Gordie Gaddes executive geography lecturer and vice-principal of a College of Further Education, thinks this is the most exciting possibility.

"Exporters in the developing world have a whole new vocabulary to learn," he explains. "They may not know what we mean by 'standard' or 'specification.' They don't know how to assess, understand and overcome the technical requirements of an overseas market. We can develop a low-cost programme of technical help."

This is still at the "ideas" stage. It is beginning to look as if the Board will exercise some nominal paternalism over the various Government export-sponsoring agencies. But it also looks as if it may well allow the various bodies promoting exports to remain more independent than the pessimists believed when the news of the Civil Service character of the Board was revealed.

THE has something of a protector in the British Standards Institution. Most of its work is, after all, dealing with standards, and the most prolific of its contacts are overseas standards bodies. Besides which it is building up its own revenues and moving in the commercial direction favoured by the present Government.

What happens to THE in the immediate future will depend to some extent on what shape the British Export Board finally takes. It is beginning to look as if the Board will exercise some nominal paternalism over the various Government export-sponsoring agencies. But it also looks as if it may well allow the various bodies promoting exports to remain more independent than the pessimists believed when the news of the Civil Service character of the Board was revealed.

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In addition, it is in danger of taking on a too heavy workload.

It will simply establish diplomatic relations with the Board but remains practically independent. In six months, as its list of publications grows, so the resources devoted to updating this rather than doing original work gets £30,000 to finish off its building.

It seems likely, then, that THE will be able to establish diplomatic relations with the Board but remains practically independent. In six months, as its list of publications grows, so the resources devoted to updating this rather than doing original work gets £30,000 to finish off its building.

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European News

Tito is to visit London

By Michael Simmons,
Non-European Correspondent

PRESIDENT TITO of Yugoslavia is to visit London soon for talks with British Government leaders. The precise date has yet to be fixed, but it could be as soon as the end of this month.

The visit is expected to take place on President Tito's return from Washington, where he had intended to have talks with President Nixon. This visit has been on the table ever since President Nixon was in Yugoslavia last year.

No specific issues have yet been drawn up by the British side, like the U.S., has reasons for supporting the non-alignment posture that the Yugoslavs have of late been at great pains to emphasize.

On a bi-lateral level there will be a talk about London houses the headquarters of the Yugoslav Investment Corporation, an organization which is in the working of the investment laws allowing Western firms to have substantial holdings in cooperative ventures with Yugoslav enterprises.

In addition, the Yugoslavs have had some negotiations with interested British companies about the possibilities of buying defence equipment in this country, and this too may be subject for discussion.

Finally, there may well be some gentle sounding by the British on President Tito's relationship with Moscow—explored him when Mr. Leonid Brezhnev, the Soviet leader, was in Belgrade last month.

OECD talks on environment

By Robert Mauthner

PARIS, Oct. 12. MINISTERS of Science of the Organisation for Economic Co-operation and Development (OECD) will meet here on Wednesday and Thursday to discuss how to improve the co-ordination of science and technological policies with social health and environmental policies.

Britain and Six agree to swap nuclear secrets

BY REGINALD DALE, COMMON MARKET CORRESPONDENT

BRITAIN and the Six today completed arrangements for an exchange of nuclear secrets when the U.K. joins Euronet, the third European Community alongside the Common Market and the European Coal and Steel Community on January 1, 1973.

Under the agreement registered at today's session of the entry negotiations at deputy level, the U.K. will hand over information on its operating experience with non-military nuclear reactors and basic research into scientific and civil engineering subjects in the nuclear field.

There will be no question, however, of handing over defence secrets or information of a high commercial value. The Government has not needed to consult Washington over the know-how deal as no nuclear information required from the U.S. is involved.

In return, the U.K. will gain access to the information accumulated inside Europe. It is 13 years of somewhat precarious existence as well as to its capital assets which are estimated at something over £100m. Britain, as agreed at an earlier stage in the entry talks, will not be last of the Community's organ-

BRUSSELS, Oct. 12.

Financial times do which the Six have still to complete institutional proposals.

A number of other technical questions were discussed at today's meeting, including methods of grading fruit and vegetables, so which the U.K. undertook to conform with Community regulations within two years after becoming a member.

The next meeting of the negotiations at deputy level is now set for October 26, and to-day the U.K. asked for an extra session on November 3 to prepare the Ministerial meeting on November 8.

MORE DISMISSELS IN W. GERMANY

NUREMBERG, Oct. 12.

THE FEDERAL Labour Office said 73 factories employing about 14,000 may be shut down in West Germany before the end of this year. A further 61 plants employing more than 100,000 may dismiss a total of 7,200 employees in the period.

There may also be 77,000 on short-time working in the final quarter working against 38,600 in September, the office said. Reuter

Nixon visit seen by Moscow as trump card

By Our Own Correspondent

MOSCOW, Oct. 12.

The Soviet invitation to President Nixon is seen here as the final trump card in the diplomatic game the Russians have been playing during the last year.

Until now the U.S. appeared the main country to have been omitted in the Kremlin plan

although bilateral negotiations between the two States have steadily progressed in the SALT

talks.

It is of particular importance

for the Soviet Union that President Nixon's visit, due to take place in the second half of May, should follow fairly soon after his visit to Peking. The silence with which the announcement of his visit to China was met in Moscow indicated that the Soviet Union was unprepared for a Sino-American dialogue. The silence was followed by a strong anti-Chinese campaign in the Soviet Press and although much of this was thought to be propaganda for domestic consumption it indicated that the Soviet Union had qualms about a possible Sino-American rapprochement.

This was shortly after the announcement of President Nixon's visit that the Soviet leaders accepted invitations from Canada, France and other countries.

The Soviet announcement

broadcast over Moscow Radio

this evening stated that "the leaders of the Soviet Union and President Nixon will examine all principal questions with a view to further improving bilateral relations between their countries and strengthening the prospects of universal peace."

The involvement of the two countries in Vietnam and the Middle East and their mutual interest in working towards a peace keeping solution and reduction of forces in Europe indicate the possible scope for the talks in Moscow. (President Sadat of Egypt is currently visiting Moscow.) The Soviet Union and Britain are both directly interested in finding a solution to the Vietnam war and the Soviet leaders would clearly like to come to some understanding with President Nixon.

Romanian visit to Malta

VALLETTA, Oct. 12.

A HIGH POWERED Romanian government mission, headed by Oil Minister Dr. Bujor Almasar

arrived here this afternoon to discuss with Premier Dom Mintoff "projects which are of help to Malta," a Maltese Government official said.

The six-man delegation, which includes Foreign Trade Director-General Vassily Manolescu, and Foreign Affairs Director-General

Dimitry Mihail

NORWAY'S LOCAL ELECTIONS

Feminine conspiracy

BY OUR OSLO CORRESPONDENT

NORWAY'S women voters pulled off a petticoat coup in last month's local elections. Through

carefully co-ordinated but strictly legal manipulation of the lists of candidates, dedicated groups of women all over Norway ensured that an unprecedented number of their own sex will be holding office on town and county councils throughout the country over the next four years.

The extent of their success has surprised the women themselves, and left many Norwegian men rubbing their eyes in disbelief.

Oslo's town council, for instance, now has 48 women members and 37 men, compared to 22 to 63 previously.

In Trondheim, 46 of the town's 88 councillors are women. Women won majority

status in the second half of May, should follow fairly soon after his visit to Peking. The silence with which the announcement of his visit to China was met in Moscow indicated that the Soviet Union was unprepared for a Sino-American dialogue. The silence was followed by a strong anti-Chinese campaign in the Soviet Press and although much of this was thought to be propaganda for domestic consumption it indicated that the Soviet Union had qualms about a possible Sino-American rapprochement.

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Kreisky to go it alone

VIENNA, Oct. 12.

CHANCELLOR Kreisky was members of the opposition or from one of the two opposition parties.

On the other hand, the Socialist government can no longer be overthrown through a vote of no confidence nor can it be forced to carry out bills voted by the opposition as happened for example during the 18 months long reign of Chancellor Kreisky's minority cabinet.

Dr. Kreisky said that there will be no change in the composition of the present government, which presumably means that Foreign Minister Rudolf Kirchschlaeger, a non-Socialist career diplomat, will also retain his post.

until the official lists were unrecognisable. A keen Conservative feminist, for instance, would take her party's list and cross off all the men. Then she would double up the names of all the women on the list, and fill in the remaining spaces with the names of women from the other parties' lists, they are Liberal, Labour, even Communist. This election, the important thing was their sex.

From county after county, election officials reported a record number of corrected lists. The many corrections complicated the job of counting the votes and in many places the final results were not known until more than a week after the election.

When the success of the "coup" became clear, male reactions varied widely, from outraged horror to understanding and even enthusiasm. Few of the antis would admit they were opposed in principle to more women in local politics; they said they just disliked the way it had been done this time. "Undemocratic trickery" as an expression often used. The women retorted that by altering the party lists they had merely exercised their democratic right to choose their own representatives, instead of letting the parties choose for them.

Disillusionment

An Oslo business newspaper with a largely male readership said the coup reflected women's disillusionment with the different party machines as well as a growing indifference to party ideologies. The various male party leaders had not kept their many promises to give women more of the important jobs in the party hierarchies—and now the women had taken matters into their own hands. "It may be high time to consider whether there is something wrong with the parties, and with the politicians' words and deeds," the paper commented.

REVISED GREEK PRESS LAW

ATHENS, Oct. 12.

GREECE'S army-backed Government to-day published a Press law which considerably tones down original proposals following strong opposition from journalists and publishers. The law will go into effect on November 1 and regulates the professional status and conduct of both Greek and foreign journalists.

In its original form the law, to be known as the Code of Ethics for Journalists, laid down strict rules of conduct that journalists should take the interests of Greece and of the Greek people as their guide.

The law published in the Official Gazette to-day provides that journalists should report accurately and carefully

Six limit investment incentives

BY REGINALD DALE

THE SIX Common Market countries have for the first time agreed to a ceasefire in the battle to attract new investment to their national territories by offering ever increasing incentives to potential investors. The plan is to be formally adopted when the Council of Ministers meets to discuss regional policy in Luxembourg next week.

It's a decision that will directly concern Britain when it joins the Community, the Six have agreed to limit investment incentives to the equivalent of 20 per cent of the total cost of the investment in the so-called "central area" of the Community. The central area broadly covers the zones of the Common Market where industrialisation is already advanced.

But the regulation says that this does not necessarily mean that investment subsidies of up to 20 per cent can be justified in every part of the "central area," and regional aids must not be allowed to cover the whole of the territory of a member state (except for Luxembourg).

The level of the percentage "ceiling" in future must be set to take adequate account of the needs of industry in the central area, according to the document agreed by the Six. Account must also be taken of the effects on individual industrial sectors of (2,400m.) are involved.

The 20 per cent limit is due to come into force from January 1 for a transitional period of one year. During the following year the working of the scheme will be reviewed and the level of the "ceiling" on incentives could be revised at the end of 1973.

During the transitional period, the Six will have to make their aids to investment increasingly "transparent"—that is to say, they must start to reveal the existence of subsidies that are not at present publicly divulged. There is to be an annual report

••• I did the trip from Brussels to Monaco in one day, actually starting as late as 11 am. It left strange, speeding down the Autoroute at 110 mph with no noise coming from the engine or road and the air-conditioning keeping the temperature inside the car perfect. On reaching Monte Carlo impression of the Silver Shadow was dominant. I was fresh, relaxed, and not in the least tired—a remarkable tribute to the car after having driven over 700 miles. Paul Frère, the distinguished Belgian racing driver and journalist.

The best car in the world.

Dublin December 1921

Westminster
June 1832

Gibraltar December 1966

Westminster
January 1799

Wall Street November 1929

Jarrow Crusade

Wall Street November 1929

Jarrow October 1936

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This month one of the most important debates in modern British history draws to a close.

After fierce discussion at both party conferences in Brighton, Parliament will accept or reject the negotiated terms for our entry into the European Economic Community.

The decision is vital to the economic and political future of the country; and the fullest

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And The Times, accepted at moments such as these to be a unique and indispensable source of information, will in these coming weeks—with the widest coverage of all events germane to this issue—offer incomparable value.

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the world listens.**

& Westminster October 1971

Brighton



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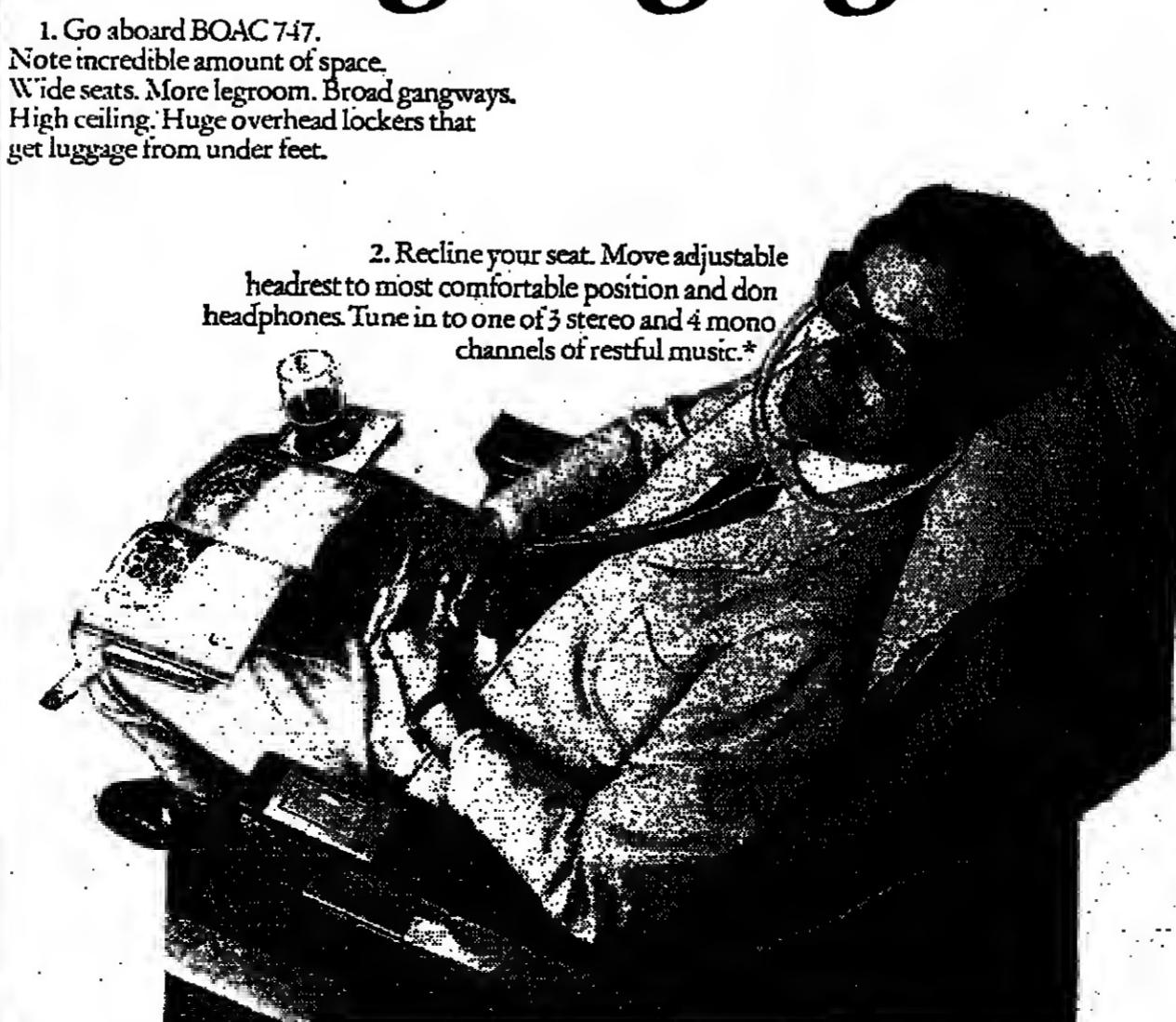
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2. Recline your seat. Move adjustable headrest to most comfortable position and don headphones. Tune in to one of 3 stereo and 4 mono channels of restful music.*

3. While cruising over the Middle East, settle back and enjoy a good film*—like "Aristocats", or "Madigan's Millions". Later liven up the Hong Kong-to-Darwin hop with another—like "The Million Dollar Duck", or Julie Christie in "The Go-Between".

[JUL 1971]

The dispute over textiles

The Japanese Government this week is expected to announce formal restriction on textile exports to the U.S., and there is a fear that Japan will now increase its textile shipments to Western Europe in general and to Britain in particular. JOHN TRAFFORD reports

BY THE week-end, the present battle between the U.S. and Japan about textiles will be over, even if the war seems certain to drag on. By then we shall know if Mr. David Kennedy, President Nixon's roving ambassador, has offered even a twig of an olive branch to sweeten American demands or a regime of export limitation tightly controlled by the reluctant Japanese Government.

Apart from the central question of yen revaluation, there is probably no topic which attracts deeper emotions in Washington and Tokyo than textiles. Although the dispute concerns only the two countries at present, British manufacturers are becoming increasingly worried that they will become embroiled.

The fear, expressed recently for the whole of industry by Mr. Campbell Adamson, director-general of the CBI, and reiterated by Lord Stokes for the motor trade, is that Japan may well step up its exports to Western Europe in general and Britain in particular if a home solution is found for them in North America.

Japanese interest in the European textiles market has been growing for some time. A Japanese acrylic fibre producer and trader recently set up a joint spinning mill in Portugal with local interests, and the Japanese textile Press has devoted generous column inches to the opportunities awaiting the adventurous exporter in Europe.

At present, the trade emphasis is very much with the U.S., which accounted for \$600m. or about 26 per cent of last year's \$2,325m. Japanese exports of yarns, fabrics and made-up goods. Western Europe only bought \$162m., less than 7 per cent of the total, and the U.K. was well down the list with no more than \$20m. worth of imports.

Export restraint to the U.K. coupled with the almost certain revaluation of the Yen will make it tough for Japanese textiles to compete on the American market, but some stability at the retail price level may be obtained by shaving the margins earned by the U.S. on Japanese goods.

Recently the Japanese Minister of Finance said that many of the country's goods were sold in the U.S. at prices three times their fob value and that there was plenty of scope for remaining competitive. In the textile industry, however, small and medium sized companies will certainly be hit.

On the face of it, talk of a threat from Japanese textiles is simply alarmist. Nevertheless, many industrialists know that it does not take a large volume of low-priced imports to disrupt the home market.

In essence the problem is to assess the magnitude of the restrictions being placed on Japanese exports to the U.S. to gauge Japan's ability to divert these goods to Western Europe, and to map out the most effective response for British manufacturers and the Government.

As regards the present dialogue between the Japanese and the Americans, the outlook is bleak. At the beginning of July, the Japanese textile industry agreed on a policy of voluntary restraint in exports to Japan and topped the £10m. mark in the first seven months of 1971.

For both the worsted and the woolen side of the Yorkshire

textile industry, Japan is the largest single export market.

Many in the industry believe that

there is an almost insatiable demand for high quality Yorkshire cloth, especially among the dapper businessmen of Tokyo and Osaka.

They would like to see

a reduction in the present

Japanese tariff which stands at

around 20 per cent.

In the reverse direction Britain

restricts six categories of

Japanese textiles by quota. Three

on spun man-made yarns, nar-



A Toyo Spinning Company plant.

Japanese textile companies, many of them will go to the wall rather than to Western Europe for the simple reason that the wall is the only place left.

The problems facing Japan are to be found to a lesser extent in Hong Kong and again to a lesser extent in South Korea and Taiwan. The U.S. Government is pressing each country to restrict its textile exports to America. The Hong Kong Government has already offered a comprehensive restraint programme on all textiles not covered by the existing Long Term Arrangement on cotton goods.

The effect on Europe will depend on whether the Americans finally agree on deals which do not specify quotas too tightly by category (which inevitably stifles the growth sectors) and which allow reasonable growth over the years. If their hands are forced, each of the three countries will find it possible to compete more actively in Western Europe up to the limit of any restrictions placed on their trade since in all three cases their labour costs are well below anything found in the U.K. or the EEC.

Even if the threat from a flood of Japanese textiles is not very great, two points emerge from the present ferment in the international textile trade.

The first is that the Long Term Arrangement, which was established by GATT in 1962 to help the predominantly cotton-based textile industries in the poor countries gain orderly access to the industrialised markets, is now hopelessly outdated. Much of today's trade and most of the growth is in man-made fibres and fabrics. At present there are no ground rules covering these.

For some years there has been growing pressure for talks to begin on new GATT rules geared to the changes in technology and fashion to come into operation when the present LTA expires in November, 1973. A start will have to be made soon if anything at all is to be achieved.

Cheap labour

The second point is that some progressive British companies are thinking along the same lines as the Japanese. In areas where labour is a major cost item and the goods are of the high volume, low value variety requiring little technical expertise, they see a strong argument in favour of setting up manufacturing operations abroad in the cheap labour countries and closing down some of their U.K. mills.

The resulting social problems, at the present time of high unemployment, will be a powerful deterrent to such a course. But the fact remains that, with diminishing protections from imports, the British textile industry is increasingly obliged to concentrate on those activities where it has a decided advantage over the cheap importer.

Next January, the present protective import quotas on cotton goods imported duty-free from Commonwealth countries, particularly Hong Kong and India, are being replaced by modest tariffs. Quotas applying to dutiable non-Commonwealth cotton goods are also being lifted. By themselves the tariffs will not cancel out the whole of the cost advantage enjoyed by the low-wage countries, but they should aid home market stability and long-range planning and remove the anomalous distinction between

the Japanese Government, too, is behind this move to recognise the inherent lack of competitiveness in the labour intensive sectors.

Upvaluing the Yen will widen cotton and man-made fibre textiles. The dual effect of the need for radical recasting of the Japanese industry and the abolition of U.K. quotas will soon

be more urgent. In short, if the be putting the traditional cotton

industry to the test.

Jefin

Other Overseas News

Steam past to mark end of Far East Command

By Our Own Correspondent

SINGAPORE, Oct. 12. ("FAREWELL" parade and naval team past will mark the winding up of Far East Command later this month, and the end of Britain's role in the defence of Malaya and Singapore. And the new ANZUK force is meanwhile gearing itself to take over the Three Power Commonwealth重任 in the area.

The final parade of Far East command has been set for October 29. The British Far East commander-in-chief, Air-Marshal Sir Brian Burnett together with his land, sea and air force Far East commanders will depart for England on November 1.

By then the joint ANZUK Tri-service Force under the overall command of Australian Rear-admiral David Wells will be in existence. The Five Power integrated air defence system under an Australian Air Vice-Marshal is already in being and will take over responsibility for defence from the Far East area on November 1. But whereas the Far East Command until November 1 responsible for the defence of Malaya and Singapore, no such function evolves on the ANZUK force. Under the Five Power arrangements signed in London last April it will be for use only if consultation between the Commonwealth countries.

The final Far East Command parade will be held at the huge naval base in Singapore. But the base, built by Britain between the two world wars, will not be closing down. Several sections of it will be used by the ANZUK force, and the ANZUK command HQ will be there too.

Australia China mission report

By Our Own Correspondent

CANBERRA, Oct. 12. THE AUSTRALIAN Government is planning to send an official trade mission to China, according to the leader of the opposition Mr. Whitlam, today. Mr. Whitlam said his belief was based on private information upon which he could not expand for the present.

The Prime Minister, Mr. McMahon, and Trade Minister Dr. Anthony, refused to confirm or deny the suggestion. Mr. Anthony hedged by saying he hoped more Australian businessmen than the 100 who attended at time would go to the Canton Trade Fair starting next week.

He said trade was one of the areas the Australian Government hoped to explore in the dialogue it was keen to open with Peking.

* MITSUBISHI ELECTRIC INDUSTRIAL net earnings fell 16% to \$1.1m. (equal to 7.3 cents a share) in half-year ended May 20, from \$1.05m. (11.0 cents) on sales of \$1.213m., against \$1.265m. Per-share earnings were adjusted to reflect 20 per cent share distribution in November, 1970. Figures were converted from Yen at rate of Yen 360 to dollar.

New constitution for Pakistan in December

By KEVIN RAFFERTY

PRESIDENT Yahya Khan announced yesterday that a new constitution for Pakistan would be published on December 20, and that the National Assembly would meet on December 27. A new central Government would be formed "soon after the inaugural session of the National Assembly," the President promised.

But he devoted most of his broadcast in an emotional broadcast to the nation on an attack on India, which he accused of actively preparing for a war of aggression against Pakistan, and of holding refugees from East Pakistan in inhumane conditions in India.

President Yahya made no mention of dangers of famine in East Pakistan apart from in his attack on India. UN officials today discussed a report that 40m. people may be in danger of starving to death by the end of the year.

The timetable for the return to civilian rule is slower than anticipated in President Yahya's previous broadcast on June 25. Then he said he hoped to be chosen as the new central Government's security chief. With the able to transfer power to the hancouing of the Awami League, the constitution can be proposed seats, all in two of the five provinces. Mr. Bhutto and the President have reportedly been reported as having clashed about

Some observers believe that the transfer of power.

Indian farmers escape tax

BY OUR OWN CORRESPONDENT

NEW DELHI, Oct. 12.

FINANCE Minister V. B. Chavan's strong plea to the agreed with Mr. Chavan on the Chief Ministers of States to need to mobilise additional resources and that the States levy a tax on farmers' incomes should lend a helping hand, they in a bid to obtain more funds bluntly refused to hand over for Bangladesh refugees was their powers to levy income-tax virtually rejected today.

The Indian constitution has erected an anomalous situation by giving the States the sole right to levy agricultural income-tax while income-tax on the remaining sections of the population is levied by the centre.

To-day's conference of Chief Ministers was called by Mr. V. B. Chavan to persuade them to include the floating of rural mobilise additional resources, debentures, and higher duties on urgently needed for the refugees, fertilisers.

Showdown between bureaucrats and generals likely in China

BY OUR OWN CORRESPONDENT

HONG KONG, Oct. 12.

NO CHINA watcher, whether he is in Peking, Hong Kong or Paris with the ultra left during the Cultural Revolution, has yet anything to add to the statement made nine days ago by the French Ambassador to Peking who said simply: "Something has happened in China. I cannot tell you anything more."

The Ambassador, M. Etienne Manach accompanied China's Foreign Trade Minister Pai Hsiang-kuo on his visit to France.

Something has happened but the more experienced observers of the Chinese scene are convinced that there is nothing much in the recent reports (attributed to U.S. Government sources) alleging that Lin Piao is dead or perhaps dying.

On the other hand, Lin Piao's health has been frail for many years (at least since his hard fought campaigns in the Korean war) and he is reliably reported to be suffering from tuberculosis.

Some of the curious happenings in Peking in recent months could be explained by the hypothesis that Lin's health is undergoing a crisis.

He is Mao's heir and the prospect of his death would certainly reactivate the whole question of the succession. It would help to explain, for example, why Chou En-lai has taken care over recent weeks to be seen with representatives of both the high-flying pragmatists and those ele-

Recently Shensi Province radio has called for total obedience by the military to local party instructions. Peking has called on the troops to learn from the masses and be "their little pupils and servants." Much prominence is being given to the "three great rules and eight points to be observed" issued to the army by Mao himself back in 1947.

This looks very like an effort by the party to restore its control over the army which has been given enormous power ever since that a major policy dispute is at the bottom of the cancelled October 1 parade, or the failure to publish the annual joint People's Daily/Red Flag editorial, of the intermittent internal plane it was called in to restore discipline during the excesses of the Cultural Revolution.

It is possible that in the days preceding the forthcoming National People's Congress, the Party has reassessed itself in its aim of controlling not only the Government but the gun, thus setting the scene for a confrontation between the generals and the bureaucrats.

Our Foreign Staff adds: Two of China's 29 provincial radio stations have ceased relaying locally produced programmes and are now carrying Radio Peking broadcasts. They are Kweilin, Peiping in Kuei-yang Province, and Hailan in Heilungkiang Province. Observers see this as indicating of some sort of trouble in the two areas, noting that similar procedures were followed in disturbed provinces during the Cultural Revolution.

THE SHAH'S CELEBRATIONS

Waiting for the fireworks

BY LIZ THURGOOD, TEHRAN CORRESPONDENT

WHAT HAS IRAN'S small, but the powers-that-be in Tehran, beginning of the Shah-Kal and execution eight months ago on occasions spectacular, group SAVAK, however, casually dismissed such speculation recently by "mark" the celebrations for the 2,500 years of Persian monarchy? One of its staff members—out with police and several bank officials—was probably the first of its type for doing the rounds in Tehran for the massive new landmarks in North Tehran. It has recently admitted that he had applied for several months less remarkably low. But on National Uprising Day last month, an prior to the overthrow of his court, admittedly attended the execution of 100 or so rebels provided a not-so-subtle reminder that they were very much around by planting a time bomb in a flower pot outside a police station in downtown Tehran. Two policemen were killed and several people wounded.

The net result of this sanguistic strike coupled with a more recent distribution of what SAVAK insists, no bigger than Britain's would be during a State visit. To ensure the Shah's guests "bloodbath" at the Persepolis

Two months ago Iranian security (SAVAK) uncovered plans to kidnap the British Ambassador, Sir Peter Ramsbotham; three weeks ago an American girl was held at Mebrabad on espionage charges; and on September 23 Prince Shahram, one of the two sons of the Shah's twin sister, Princess Ashraf, reportedly escaped with his life after a shooting incident in downtown Tehran. In addition, there have been two confirmed and several other reported bombings in public places. There can be no denying that, despite the official "cool" front of a war of nerves appears to be hotting up in Tehran hotels where some of the Shah's guests will be staying when the celebrations switch from Persepolis to the capital, Teheran. Persopolis, was closed to the public several months ago. "Such incidents (a widespread attempt or assassination) would be impossible," I was told.

In the light of all these preparations, it comes as a surprise that SAVAK insist on an almost ideal setting for a group of guerrillas apparently out to leave their mark on modern Iranian politics. But with security extremely tight—the SAVAK language, Iran's guerrillas are referred to as nothing more than a handful of arsonists who are sharply divided into five or six groups that run the ideological gamut from Marxist to moderate. Nevertheless, this "handful of continuous monarch" it could prove a major embarrassment to SAVAK claims it, significant that following the sweep in the Siah-Kal forests of north-west Iran that the guerrillas have so far been unable to join forces under the same new Left umbrella.

For a long time now Tehran's political pundits have thought the kidnapping of a minor aide a much more real threat. They point out that coming at a time when Iran's catchline "political assassination attempts have already ruled out." Following the violent

in SAVAK language, Iran's guerrillas are referred to as nothing more than a handful of arsonists who are sharply divided into five or six groups that run the ideological gamut from Marxist to moderate. Nevertheless, this "handful of continuous monarch" it could prove a major embarrassment to SAVAK claims it, significant that following the sweep in the Siah-Kal forests of north-west Iran that the guerrillas have so far been unable to join forces under the same new Left umbrella.

Another 150 members of various Leftist groups, including seven of the nine students involved in the tower-pot bombing and the more recent dynamiting of the Finance Ministry, could easily be apprehended. In interviews with the foreign press the Shah has labelled the Siah-Kal guerrillas "a foolish bunch of youngsters" whose "activities did not amount to more than a few incidents of gangsterism." But Tehran has seldom been so tense.

South Africans warned of threat to security

BY DUR OWN CORRESPONDENT CAPE TOWN, Oct. 12.

IN WHAT was clearly an oblique reminder of last week's border incident on the Caprivi Strip, but in the possibility of an escalation which a South African police captain was killed and four constables badly hurt in a roadside explosion near the Zambian border, the South African Minister of Defence, Mr. Piet Botha, told the Cape Congress here of the National Party, near here on Monday, that "any day of dangerous forces sent on destroying orderly Government in South Africa."

Mr. Botha, who is Cape leader of the Party, said that if these forces could not succeed through indirect attempts to undermine South African society they would do so by direct strategy.

Mr. Botha made a powerful speech for "greater unanimity" between people who agreed over South Africa's fundamental interests. He told 350 delegates that many South Africans lacked an awareness of danger and that there was a lack of patriotism in the approach to South Africa's security.

Mr. Botha said: "These (dangerous) forces are being organised to threaten our northern AF

JAPAN APPROVES EXTRA BUDGET

TOKYO, Oct. 12. THE Japanese Cabinet to-day approved a large supplemental Budget for the 1971 fiscal year after bearing that the Economic Planning Agency (EPA) has nearly halved its official projection for the country's economic growth this year. The Government approved additional outlays totalling Yen351.084m. (\$1.67bn.) and that there was a lack of patriotism in the approach to South Africa's security.

Mr. Botha said: "These (dangerous) forces are being organised to threaten our northern AF

4. Practice being as nice to your stewardess as she is to you. Note repeated enquiries after your well-being. Observe civilised 'please' and 'thank you'—especially as she serves your 6 magnificent meals.

5. If still in need of relaxation, go for long walk.

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The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

• NAVIGATION

Near misses can be avoided

TO-DAY and to-morrow represent every chance that Governments steps in sophistication add would be alerted to the need further options to the equipment. Trade and Industry will be for some means—part from ground control of averting their simplest form, could put increasingly frequent near misses in the air.

RCA did not want to supersede ground control and this approach was fine for the big line aircraft. But only too frequently in the past the danger and the actual accident had come from too close an approach by the small private aircraft. It was to these that the smallest "Secant" equipment could be applied, with a major increase in the safety factor near big airports.

The "Remitter" is the simplest unit of the family, costing about £350. It responds to the "challenges" of all other aircraft nearby.

The next step up is a proximity warning indicator which tells the pilot when another aircraft is within a set distance. Successively

suggesting to the pilot an avoidance manoeuvre with a twofold gain in time to danger point—the total cost per set would be of the order of £10,000, which is low compared with a number of flight deck units.

Typically, a pilot would have 45 seconds in which to react against about 22 seconds where other systems of the time frequency type are involved.

The equipment is not only compact, but also consumes very little power—between 2 and 5 watts, or about two orders of magnitude less than competing units.

The RCA team has been talking to air authorities in France, Germany and Italy and all have expressed keen interest in the development which has already been proved to work.

• HANDLING

Fixing beer tanks on trailers

FOR securing its 182-gallon palletised beer tanks to semi-trailer decks, Courage (Western), the Bristol-based company in the Courage brewery group, has developed a novel retention system incorporating ISO coo-

ter-tight of each pair of tanks as they stand on the trailer deck. On the first trailer to be converted, a 26-foot long unit, six pairs of twistlocks are installed, located at 4 foot 4 inch intervals along the platform. Kegs on conventional brewery pallets can also be carried.

• SAFETY

Sensitive fire alarm

USING a novel principle, an attachment of twistlocks on the begins to smoulder. Rising

temperature releases surface particles into the air, where they are coated with water from water vapour so they can be detected.

The device will warn of one combustion particle in 1,000m, says Environment/One Corp., of 2773 Baltown Road, Schenectady, N.Y., U.S. A single sampling head protects 10,000 cubic feet of enclosure, giving its warning even before an ion detector unit would be actuated. A time clock can reduce sensitivity when "friendly fires" are to be set, as in furnaces or under crucibles.

The device can also be used to detect explosive vapours when they are at only 20 per cent of the dangerous concentration or to warn of the presence of toxic gases such as ammonia and mercury vapours.

• PROCESSES

Metal skin on plastics

TO BE electroplated, plastics must be conductive to attract the ions of metal. An adherent first layer of metal can be produced by converting metallic oxides on the surface into pure metal.

The oxide is first painted on to the plastic part in the method developed by the General Electric Company, 1 Plastic Avenue, Pittsfield, Mass., U.S. After drying, the coated part is put into an electrolytic bath for the first conversion. Current is connected to the part and to a stainless steel electrode, the part being the negative pole. As it flows through the watery electrolyte, the current converts the oxide into pure metal which makes the part conductive.

This plating, however, is not thick enough to protect the plastic from wear at weather and give it the metallic appearance desired for motorcar parts. Thus the conductive part goes next into the regular plating bath where it gets a thicker coating of the finishing metal.

The oxides employed may be of indium, cadmium, zinc or lead. Since they are not conductive as painted on, General Electric uses an ingenious method of applying current to them. The parts in the aqueous electrolyte pass under brushes of carbon fibres sandwiched between two stainless steel sheets. Current flows through the brushes into the electrolyte, but on its way it converts the oxides into the pure metal.

General Electric sees the possibility that the method, by selective placing of the brushes, can be used to form metallic patterns on an insulating substrate. This could be useful, for instance, in the quantity production of printed circuit boards.

NET SAVINGS of up to 75 per cent in the cost of producing the type with other countries is produced by a multitude of intricately shaped parts made from sheet metal particular aircraft, on which intricate parts are required. In aircraft testing and planning for production are claimed for a new method of making blanking dies.

For many years small quantity orders have presented one of the biggest barriers to greater production efficiency in the British

run, press blanking becomes fighters, technicians of the con-

worth consideration but the conventional tools used by the mass production industries are too costly, so an economic method of manufacturing dies and punches had to be developed.

When the British Aircraft Corporation was assured that the British and French Governments would be ordering 400 Jaguar

run, press blanking becomes fighters, technicians of the con-

cost required to develop the work.

The major innovation is the flame cutting of 3 or 4 mm carbon low alloy steel sheet used for the dies, with the sheet being cut submerged in a tank of water so that the water covers the top surface. This means that the cutting and hardening processes are combined in one operation.

A further bonus comes from the fact that there is almost no distortion and large tools can be made in one piece for the first time—for example, a die almost eight feet long has been produced in only three sections previously 12 would have been needed.

As with all processes, the method does have limitation. While "life tests" proved the system to be more than adequate for the production of these tools has been limited to a minimum corner radius of 1.32mm. Cumulative tolerances of +0.030/-0.18 mm have been accepted for components produced by this method.

Adoption of the "economy" die for the manufacture of aircraft parts is obviously dependent on the production run, the component material, its thickness and the size of the component.

The economics of components produced in 16 swg titanium-titanium alloy are better than those for 16 swg aluminium alloy, as the latter requires greater periphery to achieve given saving in an equivalent production run. For a run of 500 parts in batches of 50, for instance, the minimum economies for the two materials would be 14 and 30 per cent respectively.

In the company's opinion, it die, as opposed to nibbling, is an economic proposition for the production of this type of item. The process is being refined, at currently a technique is being developed for flame profiling from a flat plate, eliminating the need for a special pr-

• CONSTRUCTION

Fast double-deck lifts

LIFTS for the 600 foot high National Westminster Bank headquarters being built in the City of London, designed to carry 100 people a minute to their correct floors during rush periods, include double-decker units that will travel at 1,300 feet per minute.

A firm contract for the lift installation work has been awarded to the Express Lift Company (part of the General Electric Company).

To provide lift facilities for the 4,000 people that will eventually occupy the headquarters in Bishopsgate (the tallest office building in Europe) five double-decker lifts will carry passengers to a two-floor "sky-lobby" half-way up the building.

There will be a total of 41 lifts and six escalators serving the 48 storeys. The double-decker lifts will operate a high-speed shuttle service to the intermediate change-over levels on the 23rd and 24th floors, where passengers will take conventional lifts in the individual upper floors.

The building is being considered as two separate halves, within each of which a further degree of subdivision will operate. As staff and visitors approach the building from the various ground levels, they will be directed to the appropriate lift for their destination.

When asked what arrangements had been made for totally evacuating the building in an emergency, Colonel Seifert, senior partner of R. Seifert and Partners, the architects for the scheme, said that the buildings conformed to the appropriate regulations.

These require that in case of fire the lifts are taken out of service, except for special lifts for the exclusive use of the Fire Brigade, and that occupants have to walk down the stairs. The regulations are based on the philosophy that it is never necessary to totally empty modern office buildings.

A spokesman for the architects department of the Greater London Council said that his department's records showed no fatalities from fire in modern offices. He considered the Bank headquarters "100 per cent safe." Express Lift's spokesman said the time for evacuating the to-night storage beaters, free building using all the lifts in normal service would be about 15-20 minutes.

The authorities involved appear to be confident that they would be able to contain any panic that may result from a fire.

MARTIN ROUTH

Refuse compaction station

SAVINGS of something like 350,000 miles and 14,000 man-hours are expected to result from a £50,000 installation just opened at Fishers Green, Watford, Essex, by Hales Containers (Ready Mixed Concrete group).

Refuse collection vehicles operated by Hales will leave refuse at the new plant to be hydraulically compressed and taken on to disposal points in the more economical compressed state.

Designed to handle 500,000 cubic yards of waste a year, the plant is claimed to be the first transfer station of its kind in the country. It was supplied by Powell Duffryn Engineering, of Llantrisant, South Wales, assisted by Powell Duffryn Technical Services, which acted as civil engineering design consultants and construction managers.

This type of plant is well proven on the Continent, where it has been supplied by Powell Duffryn's Dutch subsidiary, Geesink N.V.

The cost of the Transpack Dumpermaster and tractor unit was £85,000, and the remaining £22,000 was spent on laying concrete access roads and tipping platform. Hales present disposal site is 12 miles from Totleigh, the centre of the company's operations, and will be full by the end of the year. The nearest alternative site is 20 miles away, which becomes uneconomic for primary collection vehicles, often carrying loads of low density.

Hales operates more than 200 refuse collection vehicles in the Home Counties.

PARAFFIN heaters are often regarded as the "poor relations" of other heating systems, and a paraffin heater is placed on the landing "just to take the chill off." Paraffin heaters these days amount to more than just as a cheap form of heating, and now Valor Heating, in conjunction with ESSO, has come up with a paraffin unit heating system that presents a challenge to the night storage beaters, free standing electric fires and oil filled radiators.

The system—known as Valor—does away with the need for the householder to handle fuel, a factor which has always been a stumbling block when attempting to challenge electricity or gas. Valormatic is based on a two-burner heater unit giving a varying heat output of up to 9,000 BTU/H.

This heater unit is connected by a thin copper tube to a 25-gallon storage tank outside the house. Considering that paraffin is running through the tube, it is remarkably thin—only one eighth of an inch which is thinner than a telephone cord.

The fuel is fed to the burners by a small electric pump fitted in the heater itself. Apart from the obvious advantage that the householder is not handling fuel, the tank, which can be installed above or below ground, can be filled at regular rounds.

It also ensures that there is never more than a very small amount of paraffin inside the house. An added safety factor is that if the fuel line should be broken for any reason, no more than a drop would spill and the rest would be pumped through and burned.

With paraffin, cost is of course, a major factor. In this direction, Valor claim that two Valormatic heaters can be run for seven days at full output for £3.03. The equivalent heat output from night storage beaters would cost £4.10, but for free-standing electric beaters and oil-filled radiators it would be £7.70, says Valor.

One heater unit, installed with a 25-gallon tank, would cost £50 and other units could be added later. But quite apart from house heating Valor sees great potential for shops, offices, factories and churches. According to the number of heaters needed, fuel tank size can be increased.

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pany's Military Aircraft Division, Preston Works, developed an economic approach to die making in which the capital outlay has been virtually nil. Existing equipment is used, of which the principal item is a large cutter controlled by drawing follow-up equipment.

The only capital cost has been a modification to the flame cutter by BAC's electronics department. This enables the otherwise standard piece of equipment to cut at a 7 degree angle, instead of vertically, saving the time and cost required to invert the work.

The major innovation is the flame cutting of 3 or 4 mm carbon low alloy steel sheet used for the dies, with the sheet being cut submerged in a tank of water so that the water covers the top surface. This means that the cutting and hardening processes are combined in one operation.

A further bonus comes from the fact that there is almost no distortion and large tools can be made in one piece for the first time—for example, a die almost eight feet long has been produced in only three sections previously 12 would have been needed.

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of heat

converted from oil to gas fired as part of a one-year programme undertaken as a result of sharp increases in coal and oil prices.

The company had been carrying out a good deal of testing and advance of the conversion anticipating the availability of natural gas in large volume. At the outset, however, the first trials were made with LPG as such was the success of its operation that the company decided to stay with this form of fuel.

Redland acknowledges the economic advantages of LPG, but also underlines how important the fact that no sulphur compounds are evolved when the gas burns, while other less common pollutants are produced in fuel in proportion to the amount of fuel used.

Technical management anticipates bigger kilo throughput of the high quality facing bricks the company turns out. LPG should also give better combustion control as well as cleaner burns and a considerable saving in fuel cost is expected.

At Redland Bricks, two kilns normally found in the Holbrook Works have been converted from oil to gas fired atmosphere.

Paraffin central heating

Valoromatic is on the market in Bristol now and will be going to the market in Birmingham next week. Valor hopes to market the system nationwide in 1973.

The original idea was put forward four years ago. It took the patent and worked on the idea for two years before bringing Valor into it. Valor experimented with the system last year and has now gone into production on the basis of good results and encouraging reports from organisations like the Joint Fuel Research Organisation.

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(Incorporated in the Republic of South Africa)

OFFER OF SHARES TO MEMBERS

In a circular posted to members on 30th September 1971 preliminary information was given about a proposed offer of shares to members. The terms of this offer have now been settled and are as follows:

OFFER OF 5 MILLION SHARES

Members registered in the books of the company at the close of business on 15th October 1971 will be offered the right to subscribe for a total of 5 000 000 shares of 50 cents each in the capital of the company at a price of 630 cents per share (South African currency), in the ratio of 36 new shares for every 100 shares held at that date, fractions of new shares being disregarded.

It will be noted that if all members exercised their rights in full, the total number of shares applied for will be 40 000 in excess of the 5 000 000 shares forming the unissued capital of the company. In that event, Anglo American Corporation of South Africa Limited and/or its nominees, as major shareholders in the company, have agreed to forego their rights in respect of their own holdings up to a maximum of 40 000 shares in order to satisfy applications received from other shareholders.

The 5 000 000 new shares which are being offered to members will, when issued and credited as fully paid, rank pari passu in all respects, with the existing issued shares of the company.

Members will be entitled to subscribe for the following number of new shares in respect of each 100 (one hundred) or part of 100 (one hundred) existing shares held by them:

No. of existing shares held	No. of new shares that may be subscribed	No. of existing shares held	No. of new shares that may be subscribed
1-2	Nil	50-52	18
3-5	1	53-55	19
6-8	2	56-58	20
9-11	3	59-61	21
12-13	4	62-63	22
14-16	5	64-66	23
17-19	6	67-69	24
20-22	7	70-72	25
23-24	8	73-74	26
25-27	9	75-77	27
28-30	10	78-80	28
31-33	11	81-83	29
34-36	12	84-86	30
37-38	13	87-89	31
39-41	14	89-91	32
42-44	15	92-94	33
45-47	16	95-97	34
48-49	17	98-99	35
		100	36

Arrangements have been made for this offer of 5 000 000 shares to be underwritten by Anglo American Corporation of South Africa Limited ("A.A.C."), to the extent of 70 per cent, Union Corporation Limited ("U.C."), to the extent of 20 per cent, and Johannesburg Consolidated Investment Company Limited ("J.C.I."), to the extent of 10 per cent, for a total cash commission of R737 500, equivalent to 2½ per cent of the issue price.

Mr. J. W. Shilling is a director and manager of A.A.C. He is the registered bolder but not the beneficial owner of 1 000 shares and has an indirect interest in a further 1 000 shares in that Corporation.

Mr. C. B. Anderson is a managing director of U.C. in which he holds 20 000 ordinary shares. He also holds 500 preference shares in A.A.C.

Mr. A. D. Backwell is an assistant manager of A.A.C. in which he is the registered bolder but not the beneficial owner of 500 shares.

Mr. E. P. Gush is a manager of A.A.C. but holds no shares in that Corporation.

Mr. M. C. O'Dowd is a manager and alternate director of A.A.C. in which he is the registered bolder but not the beneficial owner of 1 000 shares.

Mr. G. H. Waddell is an executive director of A.A.C. in which he is the registered bolder but not the beneficial owner of 1 000 shares.

Mr. A. Wilson is an alternate director and manager of A.A.C. in which he is the registered bolder but not the beneficial owner of 41 060 shares.

Mr. P. R. Wilton is an executive director of J.C.I. in which he is the registered bolder but not the beneficial owner of 250 shares.

Mr. R. C. J. Goode is an assistant managing director of U.C. in which he holds 600 shares, and is the registered bolder of 100 shares in J.C.I.

Mr. B. A. Smith is a director of J.C.I. and the registered bolder but not the beneficial owner of 250 shares in that company.

Renounceable Letters of Allocation (nil paid) will be posted on 22nd October 1971, to members registered at the close of business on 15th October 1971, and the offer will close at 3 p.m. on 5th November 1971.

The Committees of the Johannesburg and Rhodesian Stock Exchanges have granted preliminary listings for the letters of allocation and subsequently for the shares as follows:-

(i) Renounceable Letters of Allocation (nil paid) in respect of 5 000 000 shares will be listed from 18th October 1971 to 5th November 1971, both days inclusive. Dealings on the Johannesburg Stock Exchange from 18th October to 22nd October 1971, inclusive, will be for settlement in account No. 43; thereafter dealings will be for normal settlement. The last day for splitting renounceable letters of allocation (nil paid) in Johannesburg will be 15th December 1971.

(ii) Renounceable Letters of Allocation (fully paid) in respect of 5 000 000 shares will be listed from 8th November 1971 to 17th December 1971, both days inclusive. Dealings on the Johannesburg Stock Exchange from 8th November 1971 to 12th November 1971, inclusive, will be for settlement in account No. 46; thereafter dealings will be for normal settlement. The last day for splitting renounceable letters of allocation (fully paid) in Johannesburg will be 15th December 1971.

(iii) 5 000 000 shares of 50 cents each will be listed from 20th December 1971, and 14th January 1972, inclusive, will be for settlement in account No. 3. All subsequent deals will be for normal settlement.

Application is being made to the Council of The Stock Exchange, London, for permission to deal in and for quotation for the shares. It is anticipated that dealings in the new shares on The Stock Exchange, London, from 18th October 1971 will be for special settlement on 26th October, and thereafter will be for normal settlement. The last day for dealing nil paid will be 5th November 1971. The last day for splitting fully paid renounceable letters in the United Kingdom will be 16th December 1971.

APPLICATION FOR EXCESS SHARES

In addition to the shares to which members are entitled as of right, in terms of the above arrangements, members will also be able, if they wish, to apply at the same price for shares in excess of their rights. Applications for excess shares must be separate application forms which will accompany the offer documents. In the event that some rights are not exercised, the shares represented by such rights will be available for allocation to applicants for excess shares. The allocation of any such shares will be made at the entire discretion of the directors after the close of the offer. As mentioned later, non-residents of the Republic of South Africa or South West Africa are advised that blocked rand must not be used to subscribe for excess shares.

An announcement concerning the result of the offer and the basis of allocation of excess shares, if any, will be made in the press on Thursday, 11th November 1971. Fully paid letters of allocation in respect of excess shares allocated, nil paid or otherwise, including application for money in respect of successful applications for excess shares, will be posted to such applicants on or before Monday, 18th November 1971. Such fully paid letters of allocation may be dealt in, from the date of the press announcement stating the basis of allocation, as if they were fully paid letters of allocation arising from the exercise of rights. Refund cheques will be drawn in the currency in which the original payments were made. Cheques drawn in U.K. currency will be converted at the exchange rate applicable on Monday 5th November 1971 (see "Currency Conversion" below).

SUBSCRIPTIONS BY NON-RESIDENTS

Blocked Rand

Shareholders who are non-residents of the Republic of South Africa or South West Africa are advised that blocked rand may be used in subscription for the shares to which they will be entitled.

Blocked rand may also be used to purchase renounced nil paid letters of allocation, but may not be used to subscribe for the shares arising from such letters.

Non-resident shareholders are also advised that blocked rand may not be used to subscribe for excess shares.

Currency conversion

Payment of the subscription price by holders of letters of allocation issued by the United Kingdom transfer office may be made either in United Kingdom currency in London or in South African currency by draft direct to Johannesburg. Payments in London must be made at a price of 356 United Kingdom currency per share based on an exchange rate of £1=R1.758663. The company will remit the United Kingdom currency so arising to South Africa at the best possible rate on the next business day (excluding Saturdays) following receipt of payment. Provided this rate falls within the range of £1=R1.758663 to £1=R1.757360, the above price in United Kingdom currency will remain fixed. In the event of such rate falling outside the aforesaid range on the next business day (excluding Saturdays) following receipt, the actual rate of exchange between South African and United Kingdom currencies on that date will be applicable and subscribers will be obliged to pay additionally any shortfall so arising which in the opinion of the directors is material or will receive a refund of any overpayment made. Subscribers who elect to pay in rand by draft to Johannesburg must ensure that the funds are available in Johannesburg by the close of the offer.

The above conditions will also apply to subscriptions in respect of applications for excess shares.

Copies of this announcement will be posted to members as soon as possible.

By order of the Board

For and on behalf of
ANGLO AMERICAN CORPORATION
OF SOUTH AFRICA LIMITED
London Secretaries
E. Burrows

LONDON OFFICE:
40 Holborn Viaduct, London EC1P 1AJ.
TRANSFER SECRETARIES:
Charter Consolidated Limited,
Kent House,
Station Road,
Ashford, Kent.
Consolidated Share Registrars Limited,
62 Marshall Street,
Johannesburg,
(P.O. Box 61061, Marabaltown, Transvaal).
13th October 1971

Electronics output breaks £1,000m. barrier in U.K.

BY TED SCHOETERS

THE U.K. electronics industry totalled £77m. while imports broke through the £1,000m. production barrier for the first time in the last year, according to a detailed analysis of the industry released yesterday by the National Economic Development Office on behalf of the Electronics Little

Gross output for the year was valued at £1,400m., an increase of 21 per cent on 1969 and double the rate of rise compared with the preceding year. If all possible sources of duplication within the industry are eliminated, the production figure appears as £1,200m., compared with £94m. in 1969.

Production of capital equipment rose very sharply to a total of £668m., against £535m. a year earlier, and computers, as could be expected, represented the largest share at £240m., also sharply up from £164m. over the year.

Output of electronic consumer goods also boomed to £169m. from £118m., thanks principally to a threefold increase in production of colour television. Deliveries of colour TV sets were equal to those of black and white.

The picture, so far, is of a booming industry in most sectors, and indeed, in those detailed by the Little Noddy, there is no sign of a tailing off in previous growth rates.

Considering the gross output figure only, there was in 1970 the not inconsiderable figure of £15m. as the deficit in the overall visible trade balance. This did not come as a surprise since the successive favourable balances had been falling fast.

Computer "culprits"

The "culprits" were, as before, computers, active electronic components and consumer goods, in that order. The unsatisfactory performances in these areas were almost counterbalanced by good work in telecommunications, for passive components and capital equipment for civil and defence needs.

Exports and re-exports of computers and related goods f.o.b.

did not imply a rejection of the CBI move. Before the announcement, it was believed, talks were held with the Department of the Environment to establish whether services to outside the U.K. would be covered by the proposed price ceiling.

"These are outside the CBI

price initiative as far as we are concerned. These services are not

services supplied in the U.K."

BR stated.

Nonetheless, it is noteworthy

that even the services to the

Channel Islands, phased from next month to the begin-

ning of next year, are to go up 10 to 15 per cent and cover passenger fares, accompanied vehicle rates and cabin charges. In line with recent price on rail charges, they are set to rise by 10 per cent on some tariffs not affected at all. In some cases, the advances are the second within seven months.

The rises, announced yesterday after BR announced that fares on its Sealink services to Ireland and the Channel Islands, phased from next month to the beginning of next year, are to go up 10 to 15 per cent and cover passenger fares, accompanied vehicle rates and cabin charges. In line with recent price on rail charges, they are set to rise by 10 per cent on some tariffs not affected at all. In some cases, the advances are the second within seven months.

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The rises, announced yesterday after BR announced that fares on its Sealink services to Ireland and the Channel Islands, phased from next month

JOHANNESBURG CONSOLIDATED INVESTMENT COMPANY, LIMITED GROUP

(All Companies mentioned are incorporated in the Republic of South Africa)

Office of the London Secretaries : 10/11, Austin Friars, London EC2N 2EY

MINING COMPANIES' REPORTS FOR THE QUARTER ENDED 30th SEPTEMBER, 1971 WITH COMPARATIVE FIGURES FOR THE PREVIOUS QUARTER

U.K. in new nuclear pact on spent fuel reprocessing

BY DAVID FISHLOCK, SCIENCE EDITOR

ANOTHER TRIPARTITE nuclear plant with a capacity roughly equal to the combined output of the other two plants. This fuel was signed in Frankfurt yesterday.

United Reprocessors is expected to handle European business worth about £2m—200 tonnes of fuel at about £10,000 a tonne—in the coming year. Demand will grow to 500 tonnes by 1975.

There have also been discussions with "fourth parties," with a view to broadening membership of the "club." In the near future the Italians are the most likely to join. Japan has already indicated its intention of building its own reprocessing plant, but could co-operate technically with United Reprocessors.

President

No decision has yet been reached on the future of Eurochemic, a small reprocessing facility of the European Nuclear Energy Agency at Mol in Belgium. France and W. Germany also have shares in this plant. It could find a future in the reprocessing of special fuels from research reactors.

The first president of United Reprocessors will be M. Giraud, director general of CEA, and the chairman of the Board will be Mr. Con Allday, a managing director of British Nuclear Fuels. The manager of the company will be Dr. P. Zubike.

Clydeside firms hurt by Special provisions

BY ANDREW HARGRAVE, SCOTTISH CORRESPONDENT

GLASGOW, Oct. 12.

THE NEW Special Development Area provisions for Clydeside are seen as a positive disincentive to market outlets. High cost of finance seems to be another obstacle to local expansion. The survey claims that "industry is not at all convinced that the authorities clearly understood the real needs and problems of industry in the region."

More contracts

It suggests as a "potent stimulus" to industry already in the area more Government contracts even if this were slightly more expensive. "By doing so the Government would be encouraging existing companies to expand and present suppliers would be influenced to set up manufacturing units in the area."

A big proportion of the response to the inquiry also indicated that their past investments had been "strongly influenced" by investment grants, now abolished in favour of tax allowances. The survey suggests a re-appraisal and a possible reintroduction of the grants, perhaps on a selective basis.

Overall, the survey recommends examination of incentives and their relation to job creation, profitability and investment, regardless of whether the companies are inside or outside the area, and also some help towards meeting the transport differential.

The main reason for siting expansion outside Scotland appears

Isle of Man needs new boost says report

TOURISM, the Isle of Man's main industry, will face very severe competition this decade and may cease to be the island's biggest source of income.

This is the principal warning contained in a report published yesterday on the first economic survey to be made of the island. Concern is expressed at the growth potential of the other major industries—agriculture and manufacturing.

The major factors in the Manx economy have been compiled, reported, and analysed by P.A. Management Consultants, of London.

An action plan has been drawn up of short- and long-term recommendations for widening the base of the economy such as the Common Market entry, and the growing trend in Britain towards greater economic autonomy in the regions.



HARTEBEESTFONTEIN GOLD MINING COMPANY LIMITED

ZANDPAN GOLD MINING COMPANY LIMITED
Both Companies Incorporated in the Republic of South Africa

ACQUISITION BY HARTEBEESTFONTEIN OF THE ZANDPAN MINE

Members are now advised that pursuant to a recommendation by the companies' technical advisers, the directors of the companies have agreed a basis for the purchase by Hartebeestfontein of the undertaking of Zandpan. Formal application has been made to the State for its approval.

The directors propose that the consideration will be R15,150,000 to be satisfied by Hartebeestfontein assuming the liability to repay Zandpan's existing loans of R8,000,000 and Hartebeestfontein issuing to Zandpan 2,200,000 new ordinary shares of R1 each credited as fully paid (equivalent to a ratio of approximately 5.8 Zandpan shares for each Hartebeestfontein share) for the balance of R7,150,000.

Members will be advised further and meetings of members convened to consider the proposals, full details of which will be circulated, when the State has indicated whether the application will be approved.

By Order of the Boards
ANGLO-TRANSVAAL TRUSTEES LTD.
London Secretaries
F. G. T. Jones,
Secretary.

Registered Office:
Anglovaal House,
295, Regent Street,
London, W1R 8ST.
12th October, 1971.

WESTERN AREAS GOLD MINING COMPANY LIMITED

ISSUED CAPITAL : R24,475,000

(Divided into 20,675,000 units of stock of R1 each)

OPERATIONS :	
Metric tons milled	
Total yield	
Yield per ton per ton	
Revenue per ton milled	
Expenditure per ton milled	
Operating profit per ton milled	
Revenue from gold and sundry sources	
Revenue from tribute payment by Elsburg Gold Mining Company Limited	
Net revenue from sale of pyrite	
Total revenue	
Working costs	
OPERATING PROFIT	
Premium on special sales of gold including the company's share of premium sales of gold by Elsburg Gold Mining Company Limited	
Less : Net interest payable	
BALANCE OF PROFIT FOR QUARTER	

DEVELOPMENT :	
Total Venterdip Elsburg	Quarter ended 30th Sept., 1971
All Contact Massive	Reefs Reefs Individual
Sampled—metres	All Contact Massive
Payable—metres	All Contact Massive
Percentage Payable	All Contact Massive
Value—grams per ton	All Contact Massive
Value—tonnes	All Contact Massive
Centimetre—grams	All Contact Massive

Included in the above results are 317 metres of development done on behalf of Elsburg Gold Mining Company Limited of which 129 metres were sampled.

The development values are the actual results of sampling of development work on reef. No allowance has been made for production which may be necessary when computing ore reserves.

A further 186 metres of mining development was accomplished during the quarter.

OPERATIONS IN TRIBUTE AREA

During the quarter 250,000 tons from the Tribute Areas of this total R1,425 tons were milled by Elsburg of this total R1,425 tons were milled by Elsburg.

EXPENDITURE ON MINING ASSETS

Net expenditure on mining assets during the quarter, including expenditure on S.V.L development, amounted to R135,000 bringing the total net expenditure on such assets at 30th September, 1971 to R43,272,000.

PYRITE PRODUCTION

Early in the quarter Government Gold Mining Areas (Modderfontein) Consolidated Limited gave the required three months notice to this company that it would cease the production of pyrite concentrates, and that this company will accordingly have to resume production of pyrite concentrates to meet its contractual commitments.

NOTE: "Premium on special sales of gold" refers to premium obtained on sales on the free market during the quarter.

THE RANDFONTEIN ESTATES GOLD MINING COMPANY, WITWATERSRAND, LIMITED

ISSUED CAPITAL : R10,827,000

(Divided into 5,035,000 shares of R2 each, fully paid)

RESULTS OF OPERATIONS :	
Net revenue from Acid production	
Gold clean-up	
Interest	
Revenues and sundry revenue	
Tributary	
Uranium	
Less :	
Carrying costs	
Dump coverage	
Other expenditure	
WORKING PROFIT ON ABOVE OPERATIONS	
Less : (adv.)	
Premium on special sales of gold	
Net expenditure (Revenue) on sales of capital assets	
SURPLUS	
Less : Estimated taxation	
NET SURPLUS FOR QUARTER	

GENERAL SECTION

General Construction

During the quarter the construction of the foundations for the winders and compressors progressed satisfactorily.

The winder serving No. 1 shaft and two small compressors have been commissioned and the erection of the larger of the two houses serving No. 1 shaft is well advanced. The headgear for No. 1 shaft was completed and the erection of the headgear for No. 1 shaft is progressing satisfactorily.

POWER SUPPLY

Electric power from the Electricity Supply Commission was obtained towards the end of September.

SHAFT SINKING

Ful-scale operations in No. 1v shaft commenced during September. An advance of 40 metres was achieved and a further 10 metres was achieved at the end of the quarter. The depth of No. 1 shaft is still 203 metres.

Ful-scale sinking in this shaft is scheduled to start towards the end of the next quarter.

EXPENDITURE ON MINING ASSETS

Net expenditure on mining assets in the Cooke Section during the quarter amounted to R49,900 bringing the total net expenditure on such assets at 30th September, to R2,353,614.

CONVERSION TABLE

1 metre	= 3.2808 feet
1 centimetre	= 0.394 inch
1 metric ton	= 1,0123 short tons
1 gram	= 0.645 pennyweight
1 kilogram	= 33.151 ounces
1 gram per metric ton	= 0.585 pennyweight per ton
1 centimetre—gram	= 0.230 inch-pennyweight

Copies of the above Reports are obtainable from the London Secretaries
Barnato Brothers Limited, 10/11, Austin Friars, London EC2N 2EY

ELSBURG GOLD MINING COMPANY LIMITED

ISSUED CAPITAL : R13,500,000

(Divided into 31,500,000 units of stock of R1 each)

OPERATIONS :	
Metric tons milled from Tribute Area	
Total yield—Tribute Area	
Yield per ton	
Revenue per ton milled	
Expenditure per ton milled	
Operating profit per ton milled	
Revenue from gold and sundry sources	
Revenue from tribute payment by Elsburg Gold Mining Company Limited	
Net revenue from sale of pyrite	
Total revenue	
Working costs	
OPERATING PROFIT BEFORE TRIBUTE PAYMENT	
Less : Tribute payment	
OPERATING PROFIT	
Premium on special sales of gold after allowing for payment to Western Areas Gold Mining Company Limited in respect of tribute	
Less : Net interest payable	
BALANCE OF PROFIT FOR QUARTER	

DEVELOPMENT :	
Total Venterdip Elsburg	Quarter ended 30th June, 1971
All Contact Massive	Reefs Reefs Individual
Sampled—metres	All Contact Massive
Payable—metres	All Contact Massive
Percentage Payable	All Contact Massive
Value—grams per ton	All Contact Massive
Value—tonnes	All Contact Massive
Centimetre—grams	All Contact Massive

Included in the above results are 317 metres of development done on behalf of Elsburg Gold Mining Company Limited of which 129 metres were sampled.

The development values are the actual results of sampling of development work on reef. No allowance has been made for production which may be necessary when computing ore reserves.

A further 186 metres of mining development was accomplished during the quarter.

WORKING LOSS ON ABOVE OPERATIONS

Additional revenue

Net revenue from sales of capital assets

Less :

Carrying costs

Dump coverage refund (expenditure)

Other expenditure

WORKING LOSS ON ABOVE OPERATIONS

Additional revenue



The crow and the grasshoppers

A freight airline should fly as the crow flies.
Not hop about...

BEA Cargo is the only freight airline in Europe
specialising on Europe alone.
(The others are all geared for long-haul
traffic.)

It has more freighter services flying *direct* to
more points in Europe than any other airline.

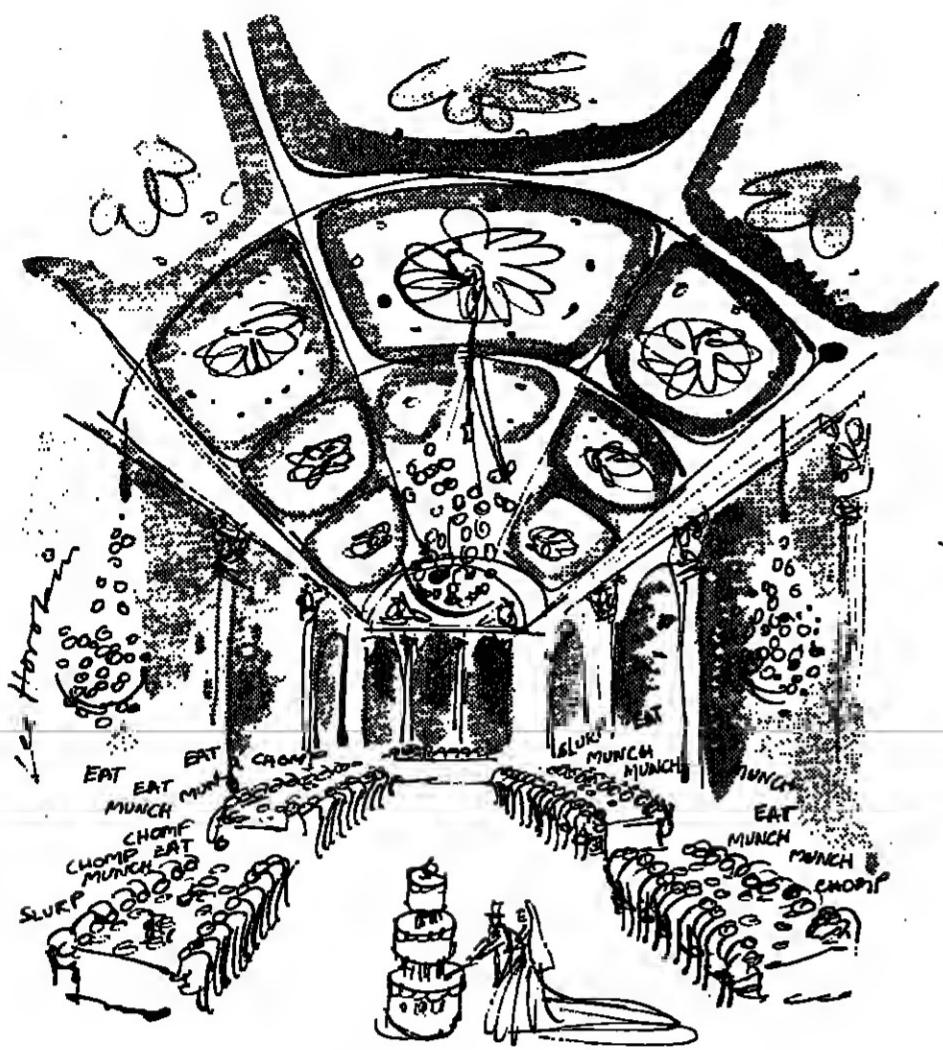
BEA flies as the crow flies. Straight there and
straight back.

(Other airlines often tranship their cargoes.
Goods can wait days for another flight. Sometimes
they even get lost.)

Whether you're a shipper or an agent, it makes
sense to send your freight as the crow flies — direct.
Because you save time, and time is money.

BEA CARGO
As the crow flies.

The Halifax. For the day you find out just how many relatives you have.



How a daughter's wedding can eat into your savings! And how glad you'll be you started to save with the Halifax all those years ago.

You don't have to tuck away a fortune: just a little bit

extra put aside each month will grow - and keep on growing - thanks to the interest the Halifax gives you.

That way you won't have to get solemn about the cost on the happiest day of her life.

HALIFAX
BUILDING SOCIETY
Member of The Building Societies Association

It's always nice to know it's there

GLYNWED is one of Britain's larger industrial groups.

Its world is metal and the products of metal.
It is a broadly based operation with assets exceeding £40,000,000.

GLYNWED processes metal.

Ferrous and non-ferrous. Tubes, bars, sections, rods, castings, forgings. Metal for the building industry. Metal for the motor and other engineering trades.

The Metalmasters

GLYNWED manufactures in metal.

Domestic and heating appliances. Steel flooring and stairways. Catering equipment. Nuts, bolts, studs and many other fittings for industry.

GLYNWED distributes metal.

Large stocks of nuts, bolts, bearings and other fittings stored in centres throughout the United Kingdom.

GLYNWED is the name behind the names.

Such as Aga, Rayburn, Microbore heating, Falcon and Ganymede catering equipment. Leisure kitchen equipment. Vogue baths, basins and shower trays. Allied industrial boilers and Wednesbury copper tubes and fittings.

GLYNWED

the metalmasters

GLYNWED LIMITED • OXFORD STREET, BILSTON, STAFFS. TEL: 0802 41152.

Thieves get away with a net £53m. in 1970

THIEVES IN Britain got away with a tax-free £53.34m. in cash and property last year, according to the annual survey by Security Gazette. Altogether £66m. was stolen during the year, but the police recovered £12.68m. The 1970 total was £53m.—or 6 per cent—above the 1969 figure.

The figure included losses due to burglary, robbery and all forms of theft recorded by the police. It did not include fraud, forgery, shoplifting or other unreported or unsuspected losses.

The journal said these were thought to total several hundred million pounds a year.

Just over £26m. was estimated to have been stolen in the London Metropolitan area, of which £3.2m. was recovered by police.

Other areas which suffered big losses were: South Wales (£3.57m., stolen, £2.67m. recovered); Birmingham (£2.23m. and £1.55m.); Cheshire (£2.66m. and £1.37m.); Lancashire (£2.59m. and £578,889); and Thames Valley (£2.54m. and £1.09m.).

Acceptance

The totals included vehicles taken without the owner's consent but later retrieved.

Other major theft-loss areas, whose figures did not include stolen vehicles, were West Yorkshire (£2.64m. stolen—£956,323 recovered) and Liverpool and Bootle (£1.89m. and £255,690).

Security Gazette said big-time thieves were going for larger hauls but the major loss was because of an increase in lesser thefts and burglaries.

Commenting on the Home Secretary's intention to make some criminals give up part of their earnings as compensation for their victims, the magazine said that reflected a growing acceptance of crime.

Improvements at Stansted Airport

Financial Times Reporter

THE British Airports Authority yesterday announced construction details of the £130,000 passenger terminal extension at Stansted Airport.

The Authority said that improvements made possible by the new development would include more check-in facilities, a bigger concourse, a new self-service duty-free shop, an enlarged departure lounge with buffet and 24-hour licensed bar, increased arrival facilities and a new arrivals concourse with provision for a bureau de change, car rental, hotel booking and similar services.

All of these shares having been sold, this announcement appears as a matter of record only.

1,181,818 Shares

Centex Corporation

Common Stock
(Par Value \$25 Per Share)



Merrill Lynch, Pierce, Fenner & Smith
Incorporated

Goldman, Sachs & Co.

Eppler, Guerin & Turner, Inc.

Blyth & Co., Inc. The First Boston Corporation

Drexel Firestone Incorporated

duPont Glore Forgan Incorporated

Eastman Dillon, Union Securities & Co.
Incorporated

Halsey, Stuart & Co. Inc.

Hornblower & Weeks-Hempfill, Noyes

Kidder, Peabody & Co.

Lazard Frères & Co.

Lehman Brothers Incorporated

Loeb, Rhoades & Co.

Paine, Webber, Jackson & Curtis

Salomon Brothers

Smith, Barney & Co.
Incorporated

Stone & Webster Securities Corporation

Dean Witter & Co.
Incorporated

Bache & Co.
Incorporated

Rauscher Pierce Securities Corporation

Shearson, Hammill & Co.
Incorporated

American UBS Corporation

Bear, Stearns & Co.

A. G. Becker & Co.
Incorporated

Alex. Brown & Sons

Burnham and Company

CBWL-Hayden, Stone Inc.

Clark, Dodge & Co.
Incorporated

EuroPartners Securities Corporation

Robert Fleming
Incorporated

Hallgarten & Co.

E. F. Hutton & Company Inc.

W. E. Hutton & Co.

Kleinwort, Benson Incorporated

Ladenburg, Thalmann & Co.

F. S. Moseley & Co.

Paribas Corporation R. W. Pressprich & Co.
Incorporated

Reynolds Securities Inc.

L. F. Rothschild & Co.

Shields & Company Swiss American Corporation
Incorporated

Thomson & McKinnon Auchincloss Inc.

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Tucker, Anthony & R. L. Day
Incorporated

G. H. Walker & Co.
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Banca Nazionale dell'Agricoltura

Head Office: ROME

Share Capital and Reserves:
L. 12,600,000,000.—Deposits as at 31.12.1970: over
L. 1,300,000,000,000.—

The BANCA NAZIONALE DELL'AGRICOLTURA expresses its most sincere thanks to the Correspondents and friends abroad who have so kindly sent their wishes on the occasion of its Fiftieth Anniversary.

The Bank was established in Milan in 1921 with the object of encouraging the development of the Italian agriculture by granting both ordinary and special credit facilities and has progressively grown and extended its activities also to the fields of industry, commerce and services.

The BANCA NAZIONALE DELL'AGRICOLTURA is at present the primary private ordinary credit bank in Italy and handles every type of banking transaction on behalf of many important customers.

141 Branches in Italy—Representative Offices in Frankfurt, London, New York and Paris.

Pub licensees say longer hours would lead to closures

MANY PUBLIC HOUSES could be squeezed out of existence if freedom to cater for the whole family—with drinks only if desired—was claimed yesterday. The National Federation of Licensed Victuallers, which represents 35,000 licensees in England and Wales, told a Home Office committee on liquor licensing that anything more than 8½ permitted hours was not generally feasible.

The federation recommended to the Royal Commission that licensees should be given power to open their pubs for a total of 9½ hours between 10 a.m. and midnight, with the right to admit family parties including children under 16 years of age.

Everyone has heard of country pub licensees squeezed out of existence. A misbanding of the question of permitted hours by the Government, whether for the benefit of the tourist trade or anything else, could lose us many more.

Already the licensee and his wife together work 14½ hours a week on average, so that the pub could keep open longer only if staff were employed.

But even an untrained barman would demand more than the licensee himself is receiving and would be paid only, in theory, by increased prices. In practice, the attempt to do this would cause a custom to fall away and would aggravate the licensee's difficulties.

On the question of children in bars, the federation believed that in

Continental cafés might harm the pub by draining away an essential part of its trade. The federation explained: "Why should the solid-looking English pub be so vulnerable compared with the Continental café?" The point can be answered very briefly. Licence fees are due to be brought down to the level at which they stand in, say West Germany, where beer prices are much the same as they are here, and the pub could stay open all night—with a well-paid barman on duty to serve the licensee's guests.

In tourist and holiday centres, the federation suggested that pubs should be given any additional freedom they needed in the matter of hours.

It also stated that "the grant of cafe licences would have the effect of knocking the bottom out of the licensing system, leading to the increase in drunkenness and disorder occurring at periods of infirm control in the past."

On the question of children in bars, the federation believed that in

A PRELIMINARY meeting of various professional bodies concerned with the planning, protection and development of the natural resources of land, air, water and wildlife has taken steps to establish an inter-professional co-ordinating committee on conservation.

The initiative was taken by The Royal Institution of Chartered Surveyors following the suggestion made to the Standing Committee of "The Countryside in 1970" by its Professional and Technical Services Liaison Committee.

The new body aims to provide a pool of professional information, techniques and skills and to disseminate information including sources of professional advice relevant to conservation. The Committee will hold its first formal meeting early in 1972.

Mr. Henry Gilbert is chairman, and the Committee has already agreed to establish a steering group to prepare a draft constitution and to define the Committee's course of work.

Among professional organisations represented at the first meeting were the County Land Agents' and Valuers' Association, Institute of Agricultural Engi-

neers, the Institutions of Civil Engineers, Municipal Engineers, Public Health Engineers, and Water Engineers, together with the Ministry of Agriculture, the Royal Meteorological Society, and the Royal Society of Arts.

HOME CONTRACTS

CJB wins £1m. plant order

CJB (Projects) has been awarded a £1m. contract by the Borough of Swindon for a refuse incineration plant in the Chelburne district. Work will start in the next few months and should be completed in May, 1973.

Whessoe has secured a £200,000 order from Foster Wheeler for an atmospheric pipestall to be erected at the Esso refinery, Ford Haven. Work on the order should already begin.

President Office Equipment, a subsidiary of A. Arendt (Holdings), has won a contract worth £250,000 from the Department of the Environment. This is for wooden office furniture and equipment for hospitals and educational establishments.

MHS International Inc., Watford, a subsidiary of Acco International, has received three orders for materials handling equipment worth over £165,000 from British Leyland.

AES (Bolding), a member of the Avonmouth Engineering Group, has received a £100,000 contract for the first phase of extensions to the industrial premises of the Cointinho Steel Company in Cannington Town, E. The work comprises piping, structures and sanitary drainage.

STATION CLOSURE PLAN AGREED

The closure of Ashchurch for Tewkesbury railway station, has been agreed by Mr. Peter Walker, Environment Secretary.

Little use was made of it and little hardship would result from its closure, said a report from the South Western Area Transport Users Consultative Committee, which Mr. Walker had

submitted.

The closing date would be announced later. British Rail

Western Region said yesterday,

GARDENS TO-DAY

Let the grass do the work

BY ROBIN LANE FOX

PLANNING and making flower beds for next year, I am faced by the problem of edgings. The front of a bed is not its most important part, as bold planting in the middle or back will always lead the eye to them, however dull the foreground.

Like the golden grass, it is happy in light shade and needs a mow to keep it dwarf; by August it will be growing again and the new blades will look fresh and trim.

But this secondary role makes the problem even more difficult.

front of tulips and roses, the edging must be firm without being too gay, but it must also be easy to maintain. The most frequently planted edging in this country fulfils neither need: French Marigolds and White Alyssum, both of them annuals, mean a lot of work, even if you like their colours in lines or masses. They both smell vile, Alyssum reeking of cheap powder and Marigolds of stale tea leaves, and they both clash with any flowering neighbours.

Give me a dandelion any day.

Lines soften

Grand landscape gardeners and books by gardening connoisseurs often recommend a line of paving stones along the front of the border, repelled by Marigolds, they have fled to building materials instead. The idea is more attractive than many of

Ideally, the front of the flower bed can be planted with loose growing shrubs and herbs which then fall informally on to the paving and soften the ugly straight line of the border; in practice, paving stones look silly in many sites where borders have been planted (the edges of a large lawn for example) and they do not fit well with beds which curve or zig-zag.

In broad open spaces they need laying more than one stone wide with whatever you please; by choosing a vigorous lawn grass to buy and they are very simple to increase, provided you give them a year in which to spread into mats. All you then have to do is to chop these mats up into small rooted pieces and line them out, where you want them.

The prettiest one to try is Phalaris Arundinacea 'Picta' which has white striped leaves and is easily increased by division, an important asset where

gardening wisely, you sit back a long stretch of edging is and let the grass do the work.

By mid-June this grass which you least enjoy.

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FT INDEX POST OFFICE

A new Financial Times booklet

Industrial Relations:

The New Act by John Elliott, Labour Editor, Financial Times

Publication Day: Friday October 15

This important booklet reprints a series of articles on the subject which appeared from September 28 to October 6 in the Financial Times. It explains the key points of the Industrial Relations Act, and their implications, under the following headings:

- * Operating the labour courts
- * Registration—a key issue
- * Union rights and membership
- * A framework for bargaining
- * Strikes—changes in the law
- * The rights of the individual
- * Unfair industrial practices

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And this revolutionary installation, carried out by Thorn-Benham, means three things... capital costs and running costs, both are less; and greater employee comfort is provided.

This South Western Electricity Board's office building was constructed by the Wimpey Bristol organisation who also co-ordinated the specialist sub-contractors and suppliers.

It is not a lone example. Co-operation between the local Wimpey organisation and the Yorkshire Electricity Board resulted in the recent completion of a similar example of integrated environmental design. Elsewhere Wimpey have been engaged on two further projects under the direction of the North Eastern Electricity Board.

Great national organisations working for the common good—at local level.

Avonbank, the new district headquarters of the South Western Electricity Board.

WIMPEY



The Executive's World

EDITED BY
DAVID PALMER

How the French
see U.K. entry
to EEC

By Pamela Readhead
FRENCH managers think British entry into the Common Market will be a good thing—for Britain.

In a survey of 650 industrialists by the Secrétaire Général commissioné by the Chambre de Commerce et d'Industrie de Paris, 77 per cent said that entry would be good for the U.K.

Although 69 per cent thought that U.K. entry would also be good for France, they liked at the idea that it would be good for their own companies.

Suspicion of British motives for joining the EEC runs so high that just over half the survey thought Britain wanted to join for purely selfish reasons.

Young men in the survey were less prejudiced than the older ones.

Here again there was a general feeling that British entry was fine, in general, but that it would have a detrimental effect on the respondents' own company. In broad terms, the commercial sector was more inclined to welcome British entry than the industrial sector.

Both sectors agree, however, that French industry has more to fear from German competition than from the British. On the other hand, two-thirds of the survey thought that their British counterparts did not fear them either.

Individual managers thought that French food and drink had a good chance of taking the British market by storm. British clothes and machine tools, on the other hand, were expected to hit the French market hard.

When it comes to action, the industrial sector appears to take a more positive line than the commercial sector.

Forty-nine per cent see themselves selling in Britain, compared to 25 per cent in commerce.

A third of the survey saw themselves forming links with British firms, and 20 per cent of respondents from large companies (over 200 employees) saw themselves setting up business in the U.K.

BULMERS

Do Outward Bound— be a better manager

BY ANTONY THORNCROFT, MARKETING EDITOR

JUST BEFORE dawn the other Sunday morning 20 odd managers and supervisors employed by H. P. Bulmers, the leading cider manufacturer, staggered out of their "poly-hangs" on to some Lake District peaks. Ahead of them lay the task of rescuing four girls who had become "trapped" at the top of various crags; behind them lay 24 hours of tramping over mountains, preceded by a week's toughening up at Brathay Hall, where bodies and minds had been professionally stretched. By lunch time this final exercise was over and they could return to reality. But both Bulmers and the participants went back to the Hereford factory convinced that this managerial "Outward Bound" course was not as ridiculous as it might sound.

Parachute

It is obviously a funny kind of management training but then Bulmers is a funny sort of company. Its vice-chairman Peter Prior is a keen free fall parachutist, skin diver, and motor bike rider. And he reckons that the thousand odd other employees could also benefit from putting themselves in situations where the ability to think clearly and make decisions becomes a matter of life or death. So at Bulmers the workers belong to parachute or aero clubs rather than operatic societies and there is no shortage of volunteers for the week at Brathay Hall on the northern shores of Lake Windermere.

Bulmers is the first company

to take advantage of Brathay for its executives. In the past it has been used to bring in promising but timid apprentices. Bulmers has devised its own programme, which is decidedly Spartan. Getting up at seven for a mile run or exercises on the ropes is a pretty soft curtain raiser to days which are packed with daunting hardships. What are planned as quiet cruises on the lake end up with the instructor suddenly yelling to the group that they are in the South Pacific, a typhoon is threatening, and they must somehow transplant themselves from the island where they will be marooned to the mainland in 90 minutes. And just in case there are any strong swimmers, the water is infested with sharks.

To make things more difficult every member of the four competitive groups into which the band is divided takes it in turn to be leader. So someone who a week earlier had been supervising the girls on a small section of the hotting line might now be giving orders to the production director. It is a terrifying prospect.

Not all the tests are out of doors. After every exercise there is a comprehensive debriefing session when the members of each group complete forms and award marks to the leader for that particular operation. So not only might a manager face the problem of transporting his team across a fever-infested river pursued by savages with just pieces of scaffolding as aids but he must also re-live the experience later and try to explain why he did not mastermind some feasible escape. However, the instructors are tactful enough to find good points in everyone's leadership method and the groups quickly become such close institutions that they are not prepared to fritter away their chances in the competitive team championship with petty recriminations.

The course has three basic aims. To develop individual leadership styles and techniques; to enable Bulmers managers to get to know each other; and to improve communications inside the company. The whole operation is based on the Industrial Society's Action Group Leadership and the Society sends along

experts to teach the theory in the making. Prior believes that as more and more of the employees go to Brathay such recent hotch-necks as the production line laying lads because no one will take the initiative and order £25 worth of new equipment will disappear. And he can also point to the fact that the company's sales of cider have almost doubled since 1964 and that H. P. Bulmers was successfully floated last year after a sharp rise in profits. It seems worth spending over £1,000 a week for the courses if this upside can be maintained in the current more difficult trading conditions.

It is in fact impossible not to be impressed by the achievements of the Bulmers party. Non-swimmers of a few weeks ago are now experienced at under-water activities; people scared of heights have now successfully carried out mountain rescue operations; drop any member of the group in an hostile environment with a compass and they should find their way out. If toughening up is useful for apprentices, why shouldn't it help managers? Next year Bulmers intends to continue at Brathay with perhaps three courses. But it is also keen to interest other companies in the idea.

CORPORATE DESIGN

The do's and the don't's

BY JOSE MAYSER

HOW'S your corporate image? If you have got one the chances are you are a big company, not only able to pay for one but also feeling its need. The bigger the company, the bigger the pressures to present it as a still buman and lively entity to its customers, its employees and—by no means least—the City.

The Council of Industrial Design arranged a series of conferences on the subject during 1970 and 1971. Papers from these conferences have now been published in book form by the council. Well designed and edited, the book, *A Management Guide to Corporate Identity*, makes fascinating reading, especially those sections dealing with corporate image case histories which are offered with disarming frankness by nine important companies.

No one, editor John E. Blake of the council, or contributors

would include designers and their clients, really questions the importance of the corporate identity concept. This is accepted and constantly reiterated with force and some clarity.

Smiths Food Group and Unigate describe step-by-step workings with their designers. Cape Universal Building Products and International Distillers and Vintners describe the adoption of corporate images that were necessitated in each case by the merging of two companies—the relaxed, non-didactic style of Jasper Grindling, managing director of IDV, is a relief after the somewhat tense diatribes of one or two other contributors. Even ICI and Philips appear to tell all.

Anyone accepting the initial premise that "industry now looks upon corporate identity design as an essential weapon in its armoury" will find this book full of valuable information.

Not quite so convincing though, are the illustrations to the case histories: the actual symbols, logotypes, letterheads and van liveries which the companies, for example, have chosen. They are neat, colourful and bold. But several show a disappointingly cool and inhuman quality.

For instance, ICI's brief to their designer included the instruction that "the image of ICI to be projected by the new programme should be that ICI is modern, dynamic and buman." Some job.

And I don't think Design Research Unit have entirely succeeded in projecting the latter quality despite lengthy and conscientious research. The famous roundel (only slightly modified since to abandon the trade mark would have been too expensive) conveys exactly the bland keep-out quality which should have been avoided. The black Helvetica lettering used

against an orange ground on external signs and vans, and on grid layouts for stationery, is admirably clear and explicit. But it too evokes machines rather than men, efficiency rather than humanity.

Similarly restrained (the same typeface is used), and equally short on vivacity is the programme for Cape Universal Building Products by Crosby Fletcher Forbes. Letterheads, advertisements and posters may face based on sans serif which is bold yet strong, immediately security to the employees. To the legible but not at all forbidding

consumer there is a vague impression of faceless men in remote places.

On the other hand, the BOC scheme by Wolff Olins, with its strong, urgent stripes, its round BOC lettering, and its red colour scheme is full of vivacity. So the bold blue circle on a yellow ground which Unilever Design Associates established as symbol for the Blue Circle Group is supported with a clean typeface based on sans serif which is light yet strong, immediately security to the employees. To the legible but not at all forbidding

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The only negative factor in the situation is the freeze on fixed salaries and one management consultant says that "neither the freeze nor the immediate possibility of further controls has a very profound impact on executive compensation."

On executive mobility, Spencer Stuart, head of his own recruiting group, told the Wall Street Journal: "Companies may be losing some key people if they can't give them raises and don't have promotions for them. It could well be that executive

worthwhile. They have languished for the past two years as stock prices languished. Now, with the market rising and business promising more profits, an option scheme becomes more attractive."

Your Business Problems

Removing a receiver

BY OUR LEGAL STAFF

As the debenture holder of a small company I appointed a receiver but am dissatisfied with him. The debenture deed gives me power to appoint or discharge a receiver at any time. If I decide to replace him, are there any particular formalities I should observe?

Any removal by you of the receiver from office will only operate from the date when notice of his removal is communicated to him. You should therefore send him the document removing him from office (in accordance with whatever are the provisions in the debenture). This will be all that is required formally to remove him. You will also have to appoint some body in his place.

Responsibility for chief rent

A piece of land I hold and received chief rents, with a set balance of payment, has been compulsorily purchased, and the conveyance, as agreed by my solicitor, provides for a payment by the corporation to me of a chief rent, lessing me still not less.

You should put in force a distress by means of a certificate of bailiff. This is an unpleasant remedy, involving seizure of sufficient goods to meet the amount of the rent in arrears and the tenant has to pay the sheriff's costs. We think that after one (or perhaps two) distraints upon his property the tenant will think better of the master and thereafter pay promptly.

Extracting a bank balance

My ex-partner refuses to sign a cheque to enable me to draw on the balance of our joint account from the bank, and the bank refuses to pay without two signatures. Is there any way I can get the money?

Yes—see your ex-partner for the winding-up of the partnership affairs and an account. This is of course in the nature of a sledge hammer to crack a nut, but it will have the desired result finally.

Rolling over a gain

I am a professional author and short a quarter of my house's running expenses are allowed as business expenses against tax. If I sell the house and buy another, will capital gains tax be payable?

What happens about the house I buy?

If you have used part of your house exclusively for business

purposes, that proportion of the house will be taxable on sale as business assets. If the proceeds of the sale exceed the original cost by five years' salary, then the pension from the first company will not be reduced so long as the gain against the next purchase is also used in some appropriate period of service has been achieved. The employee can indeed participate in the pension scheme of the second company.

It is, however, unlikely that any contributions paid in the second company's pension scheme would be tax-free remuneration as the highest salary.

If the approved scheme defines the business assets as being the proceeds of the sale of the first company's pension fund, it will be unlikely that contributions to the second company's pension fund would, in fact, earn any additional benefits.

If the employee left the first company and had his entitlement frozen because of his position, it would be unlikely that contributions to the second company's pension fund would, in fact, earn any additional benefits. This is because unless the salary from the second company is such that 40-60ths of it exceeds the 60 per cent of the highest five years average of the employment with the first company there would be no need in joining the pension scheme of the second company.

Loss of a certificate

I lost a unit trust certificate and understand that I have to apply for an indemnity. (a) How long would an indemnity last if I received a duplicate certificate and sold all my units? (b) Can I insure to cover the amount of the indemnity?

(a) The indemnity would continue, but after a sale and re-investment of the units there would be no possibility of any liability thereafter arising.

(b) This would be possible, but we would recommend a quick sale (and if you wish a re-purchase of other units). The only estoppel binding the Unit Trust is that, at the date when the certificate was issued, you were the registered holder of the units. Consequently, once a sale has taken place the estoppel (which was true) now becomes quite pointless, as there is no estoppel to the effect that no change of ownership will be registered without production of the certificate. Accordingly, the unit trust itself is in the clear, and hence the indemnity fails on the ground.

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Wage freeze hits U.S. executives

BY A U.S. CORRESPONDENT

THE WAGE freeze in America will affect the executive pick off some good guys who otherwise wouldn't be pickable. Heidi and Strugge, another recruiter, says August was the best month in the firm's history. Many executives who are resistant about leaving, like Heidi and Strugge's Gerald R. Roche, "the knowledge that they can't get a raise where they are because of the freeze can be the deciding factor."

But even if he stays put, the executive will do better than last year. Not counting any bonuses from improved profits, changes in the income-tax laws will let some 5 per cent more than \$40,000.

The only negative factor in the situation is the freeze on fixed salaries and one management consultant says that "neither the freeze nor the immediate possibility of further controls has a very profound impact on executive compensation."

On executive mobility, Spencer Stuart, head of his own recruiting group, told the Wall Street Journal: "Companies may be losing some key people if they can't give them raises and don't have promotions for them. It could well be that executive

worthwhile. They have languished for the past two years as stock prices languished. Now, with the market rising and business promising more profits, an option scheme becomes more attractive."

Now this may not make you particularly popular. But when the restaurant in question gives up the unequal struggle and adds KlosterPrinz to its wine list, you may look back with satisfaction on a Job Well Done.

And, like Thomas Osbert Mordaunt (1730-1809) once said: "One crowded hour of glorious life is worth an age without a name".

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WEDNESDAY OCTOBER 12 1971

Mr. Nixon and détente

AFTER President Nixon's announcement in the middle of the summer that he had taken up an invitation to visit Peking, little that now happens in international diplomacy can be counted as surprising. Yesterday's news that he is now to visit Moscow in an endeavour to achieve "better relations" is indeed only a logical extension of the world-wide diplomatic offensive now being conducted by both sides, each with varying degrees of success and for various reasons. But what both the Americans and the Russians are implicitly acknowledging is that China has now emerged as a world power, even a superpower, which has to be reckoned with whether it gets into the United Nations or not.

Moscow's view

So far as the West is concerned, the Soviet offensive, including the coming summit with President Nixon, is being conducted in the interests of détente in Europe, and more specifically with the object of finally convening a European Security Conference. In this field the Russians speak without fear of contradiction for the whole of the Warsaw Pact. If they are able to hold conversations with the White House, then this détente will be advanced with the most powerful and influential member of the Pact talking to the most influential and powerful members of the NATO Alliance. Assuming a minimal amount of give and take on both sides, the Security Conference—so far nothing of a meaningful dialogue on multi-lateral balanced force reductions—will have been brought a step nearer.

Moscow's view is that détente is desirable and the Conference should be held in the interests, primarily, of peace in our time. But now that a firm Soviet foothold has been established in Czechoslovakia, and now that bilateral talks between the two Germanies are apparently at last moving in the direction of recognition of East Germany as the German Democratic Republic, Moscow also has a stronger interest than ever in underlining the status quo in Europe. Some indication from the Russians that they can, when it suits them, be pitiable negotia-

Testing time for coal

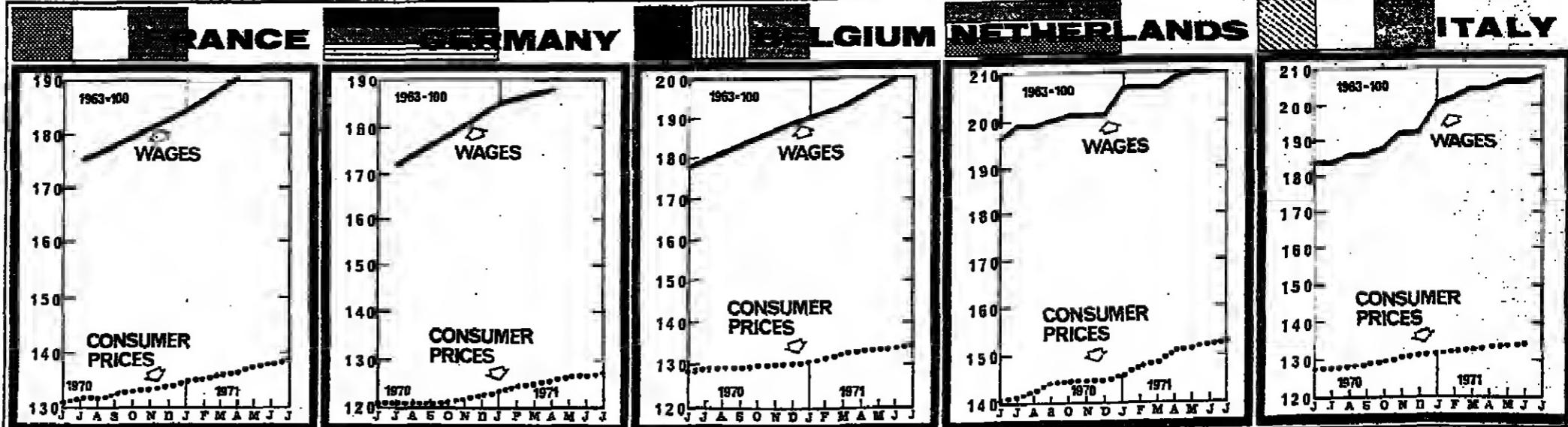
MR. DEREK EZRA has succeeded Lord Robens as chairman of the National Coal Board at a time when the industry faces a brighter future than for years past. The sixties were a decade of rapid contraction during which output dropped by a quarter and both the labour force and the number of active pits were reduced by over a half. The seventies, however, have begun in a quite different atmosphere. Production has levelled out and there is much talk of stepping it up in supply to the EEC with some of the coal it now imports from elsewhere.

No pits (except those worked out) have been closed for nearly two years, and it was only the mildness of the weather which prevented a serious shortage of coal last winter. Technical trouble with nuclear power stations and a sharp rise in the price of fuel oil have improved the competitive position of coal and the medium-term outlook for the industry. At the same time, they have enabled the NCB to raise its own prices (after some delay imposed by Government) and put its finances in better order. During 1970-71 it made an operating profit of £34.1m. and a small surplus after interest payments of £0.5m.

Hiring off

This is also at least a possibility that it will succeed in setting its relations with Government on a more permanently satisfactory basis. Some Conservatives believe strongly that the NCB should hire off to the private sector its ancillary activities—its investment in North Sea gas, for example, and its chemical business. Mr. Ezra is as firmly opposed to this course as was Lord Robens, partly because he regards these activities as a natural development of the Board's main business, partly because they (together with opencast working) supply most of the profit and are expected to supply more.

He has put forward alternative proposals which may well prove acceptable to a Government which, in the case of steel, has already shown itself to be more flexible than at one time



Troubles in common for the countries of the Six

BY IAN DAVIDSON

THE economic case for cent; but it is now being com- British membership of the ceded that the out-turn may well

usually based on the idea that on the face of it the Dutch participation in a larger market economic situation is much less will offer the opportunity for extreme, but in some ways the faster and steadier growth. In dilemma of the authorities is itself the argument is no doubt just as acute. The economy is sound. Yet it is ironic that just still expanding fast, even if at a

as Parliament reassembles for a slower rate than last year, and 1971 as a whole is likely to see

growth of around 5 per cent. But inflation is now very largely

out of control, with inevitable consequences for profits, investment and the external account.

Consumer prices for non-food goods in July were 9.8 per cent higher than a year earlier. Fresh reports of cutbacks in company profits and investment plans in Germany industrialists are openly worried by the upward float of the Deutsche mark and its impact on their export prospects, and there is a clear possibility that the downturn in the boom could lead to a recession.

Worse still in Italy

In Italy the situation is even more dramatic, and has been described by Signor Renato Lombardi, the president of the Italian Employers' Federation, as "the most serious crisis which Italy has suffered since the war." The massive wage increases which came into effect after the "hot autumn" of 1969 have not prevented the unions from continued militancy, and the economy is well on its way

to a recession. The Dutch economy has recently managed to persuade the leading trade associations to hold down any further price increases to 14 per cent over the next six months, it is far from clear that these anti-price-increase contracts will be effective.

To some extent the seriousness of the situation has been masked by the inflow of speculative money during the summer, but the Algemene Bank has warned that if what it calls "the present moderate recession" continues, the Dutch economy could enter a more dangerous phase early next year.

Price controls in Belgium

In contrast with the Netherlands, consumer prices in Belgium have gone up much more slowly, and in July were only 4.2 per cent higher than a year earlier. The main reason for this, however, is that whereas 7-10 per cent a year, for the Dutch have given up their attempt to enforce a wage and price freeze (because it did not work), the Belgians did impose price controls to neutralise the effects of the introduction of the value-added tax at the beginning of this year, and tightened these controls into the ranks of the police. The latest forecast from the EEC scaled this figure down to 4 per

wages, however, and since initiated by the Government this tax surcharge, with which to though these have been steep enough in all conscience, and pushed average wage costs up political grounds. Herr Schiller will no doubt try to time the next German boom so that it coincides with the next general elections in 1973. But his difficulties are intensified by the uncertainties in the international monetary system.

Moreover, in August the Belgian Government finally agreed to float the franc in tandem with the Dutch guilder; over a

period this should bring the guilder down and improve its competitive position, but it worsens that of the Belgian franc.

If the prospects for the French economy represent one of the bright spots on the European scene, it is at least partly because of the government's refusal to float the franc upwards against the dollar, and its determination to pin it to the Deutschemark instead on a two-tier market. The balance of payments is currently hovering at or near equilibrium, and the government maintains that the present parity of the franc is "exactly right."

This year the French economy is expected to grow by about 5.1 per cent., and the government's target of a further 5.2 per cent. next year will, if it is achieved, be the highest in Europe. Consumer prices rose 4 per cent. during the first eight months of the year, and though the current account is likely to plunge into a record deficit of F12,000m. (about £240m.). Unemployment is still relatively low, but it has been rising fairly steadily since the beginning of this year, as a result of lay-offs and non-replacement of workers.

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As one would expect, the effect of earlier inflationary pressures is being felt in a continued acceleration of consumer prices, which rose 5.4 per cent. in the year ended in July. But there are distinct signs that the upward pressure on the wages front is easier than it was: in April, the hourly earnings index was 13 per cent. higher than a year earlier, but during the summer the chemical workers agreed to a 7 per cent. wage settlement, and the forthcoming metal workers' claim is only for 9.11 per cent. In the second quarter the Bundesbank claims to detect evidence of "negative wage drift"—that is, a slower rate of earnings increase than the rise of basic wage rates.

So far, however, neither aim has been fulfilled. Strikes have been frequent this year, with union militancy extending even to the police, the Government has tightened these controls into the ranks of the police. They did not control while the wage contracts nego-

tiated by the Government this tax surcharge, with which to though these have been steep enough in all conscience, and pushed average wage costs up political grounds. Herr Schiller will no doubt try to time the next German boom so that it coincides with the next general elections in 1973. But his difficulties are intensified by the uncertainties in the international monetary system.

In April the unions moved into the political arena by launching a widespread strike against a Government housing Bill, and in June they forced Fiat into a fundamental re-appraisal of working conditions and methods down to the very principle of assembly-line working.

With the spread of unemployment and short-time working, union leaders have recently been taking a more moderate line, but there can be little reason to suppose that Italian industry can hope for an untroubled return to the economic miracle of the 1960s.

Reactions to dollar crisis

Indeed, in a more general sense it seems clear that 1971 probably marks a watershed in the economic evolution of the European Community. For more than a decade the comparatively painless prosperity which accompanied the liberalisation of trade between the Six enabled each of them to go their own sweet way, with little thought for the problems that would arise as they moved into the early phases of an economic and monetary union.

Their immediate reaction to the dollar crisis, especially in Paris and Bonn, has been to draw back from this embryonic monetary and economic union: in the medium term the six governments will need to recognise the implications of membership in a European Economic Community, and take steps to make sure that trade integration leads to economic co-operation. This process may well be most difficult for Italy, because of the ineffectiveness of its political and administrative systems, but it will not be easy for any of the Common Market countries, or, if it comes to that, for us.

MEN AND MATTERS

Clearing cheques faster?

During the postal strike, the banks organised their own delivery system for clearing cheques, and it was even suggested that they might set up a permanent system of their own, instead of spending £1m. a year on postal charges. So far, nothing has come of this. But Mr. Kevin Murphy has been talking to several U.K. banks, trying to persuade them to use his courier service to achieve faster clearance of cheques.

Murphy is president of the American Courier Corporation, a subsidiary of Purolator Inc., specialising in the U.S. in armoured car and courier services. This year, Murphy is expanding into Europe.

He has bought two armoured car companies, one in Dublin and one in Frankfurt. In the U.K. Murphy is not intending to compete in the armoured car business—unlike Germany "you already have a mature industry," he says, with Securicor, Security Express, and others.

Instead, he offers the courier service, run under the name "Courier 1."

He already has an international courier service to and from the U.K., and is negotiating to buy a British company in the courier business.

But he really wants the British banks to agree that the three days at present taken to clear a cheque using the Post Office is too long. His couriers, he argues, could deliver cheques in a new depot and two new overseas companies in the last three days at present taken to clear a cheque using the Post Office is too long. His couriers, he argues, could deliver cheques to the clearing computer in time for overnight processing and digest. Parkin, a professional manager aged 40, says he has time for opening of business the no preconceived ideas about it. He has argued that a claim which would increase the wage bill by a third should be rejected out of hand. The union's readiness to negotiate ought to be increased by the awareness that coal stocks have now been restored to a comfortable level.

In a few weeks, Murphy may know the banks' answer. If they agree, presumably Securicor and the other U.K. firms will be in there too. The question is, in the new competitive climate in banking, is there a business need for quicker clearing of cheques that outweighs the simplicity of using the Post Office?

The cares of car care

It was all-change day at two of the family-dominated car accessory and component companies.

At Holt Products, Mr. Michael Holt, whose father started the "Gun-Gum" car care company, announced a surprise loss and the arrival to-day of a new managing director, Mr. John Parkin, who says he has a "completely free hand" to restore the company's fortunes.

At Oldham International, started by great-grandfather in 1965, Mr. Orlando Oldham announced that it was time, in his view, to join with the giant of the car accessory and component companies.

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worked for him in TV rental ment has been a abop and office where profits have increased. To around £1m., and there are some takeovers in the pipeline.

Parnes' main worry is convincing people that he is a shrewd businessman, with more than just an eye for pop talent. But after all his father did have five women's fashion shops on Oxford Street, and his son's first job in the mornings, as an apprentice, was to go round the shop floors with a magnet, as he tells it, collecting, for reuse all the pins which had dropped out of dresses the day before.

Pop to property

Why should anyone want to take over Green Estates (Belfast), whose main assets are a few shops and flats in the centre of that sad city? And why should Mr. Larry Parnes want to do this? After all, the name Larry Parnes, to those of that generation, means the start of rock and roll and pop in Britain. He discovered and managed people like Tommy Steele, Billy Fury, Marty Wilde and Joe Brown.

But since about 1965 Parnes has dropped out of the pop scene. He has had a stake in Harrold Fielding Laboratories. But principally, Parnes, 42, has become fascinated by property.

The attraction of Green Estates lies in a public quote in Belfast which Parnes hopes to transfer to the London Stock Exchange. Going public is Parnes admits, an old sore. Back in 1961, he had a scheme to float a showbiz company, but was told that the City would never accept it. Since then, Parnes has watched Northern Songs, Constellation, MAMs and Robert Stigwood go public (Gordon Mills, the boss of MAMs, used to sing in a Parnes' group called the Viscounts). This time, Parnes thinks he has the right formula, too.

Provided he wins Green Estates—an agreed bid worth £103,000—"it will remain basically a property company. I'm not a gambler; the only showbiz interests fed in will be overheads, increase your margins, maximise your sales." It's own property (his main develop-

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Observer



Why package tour prices must go up

Arthur Sandles reports from the British travel agents' conference in Cannes, Tuesday

FOR SOME YEARS the British package tour market has rushed for growth with cries of "let the Devil take the hindmost"—and the success of this drive in numerical terms is, of course, well documented.

More than 3m. people will take package tours next year, about half the total foreign travel movements from the U.K. One in five people who leave Britain on holiday do so with either a Clarkson or Thomson label on their baggage.

However, the cost to the industry in terms of profits has been alarming, as Air Transport Licensing Board chairman Mr. James Lawrie, recently pointed out. On a turnover of £105m. in 1969 a total of 57 tour operating companies made a profit of £1.57m. In 1970 the turnover had risen by around £25m., but that meagre profit had turned into a loss of £1.62m.

Edging up

It is for that reason that the Association of British Travel Agents, gathering in sunny Cannes this week, has been spending much of its time in trying to work out some way of breaking away from the loss-making spiral. But even before Cannes there have been signs of some changes. Direct comparisons are difficult to make because tour operators tend to change packages slightly, but prices this year seem to have risen by anything between 5 and 10 per cent. There are some exceptions to this, notably Thomson, but by and large there has been an edging upwards.

That process is hardly likely to stop now. The argument that is raging in the industry concerns just how much more can

be added to tour prices without damaging the business. The major problem is, of course, that the travel industry is still so fragmented and competitive that even an under-the-counter understanding to raise prices is difficult to achieve. All the majors are socially friendly, but cut-throat when it comes to business. The man who pours champagne into a rival's glass in a hospitality suite here in Cannes will moments later be pouring vitriol about the same man into the ears of retailers and Pressmen. At the same time at least two of the majors, Clarkson and Thomson, are trying to take the line, "If you can't stand the heat keep out of the kitchen."

To quote Mr. Tom Gullick, managing director of Clarksons: "This past year there have been a number of crises both within the industry and from outside that lucrative holiday prices (Gullick, like many others in the trade, hates the phrase 'package tour') have become too low. The initial reaction to these claims must, of course, be: Too low for whom?"

"No one can deny that the revolution in package holidays over the past five years has been brought about by lower prices. In themselves the rates have broadened the overseas holiday market to everyone's advantage. I firmly believe that we have reached the current stage of market development only through the low-price policies of the major companies. "I believe this formula will be followed for a few more years yet. Prices will rise, of course, as inflation forces supply and salary bills up. All of us will have to meet these rises. But there will be bigger savings possible, too. The wide-bodied

True light

When one considers that a scheduled aircraft on a normal route would probably break even at 80 per cent seat occupancy, that a London hotel is making money with 65 per cent or more of its rooms filled, and that a day trip like the London-Glasgow Royal Scot needs only to sell one-third of its seats to be worth running, the tour operators' need for a 90 per cent airline-hotel occupancy rate can be seen in its true light.

Mr. Harry Chandler, the ebullient and financially successful owner of the Travel Club, today produced some fascinating figures on the costing of air charters. He compared the costs of a charter to Basle in 1961 with a similar operation to-day. Then, a Metropolitan aircraft with 44 seats would have cost £660 to charter at a unit seat price of £15. The break-even load factor was 75 per cent. On an 80 per cent load the profit per passenger was £1.20 and at 95 per cent, £4.20. The gross profit on an 80 per cent load carrying 5,000 passengers in a series was £6,000.

To-day, the same charter, also true of hotels. Unable to convince many Contine



A mock-up of the wide-bodied A-300 B European airbus, due to make its first flight next year. Such aircraft could make a big impact on the economics of the package tour business.

even point is 90 per cent, and at 80 per cent load there is a bed-rates and mark-ups. In re-£1.50 loss. Assuming a growth of 10 per cent weeks I have spoken to several hoteliers in both the Caribbean and Europe who have the profit on a 95 per cent load factor is over £13,000, but said they have no intention of becoming involved in the British package market "because it would leave me with only a 1 per cent rent return on capital."

Slight miscalculations on package tour costings to-day can have a dramatic effect on profitability. Companies like Lunn Poly and Lyons recently, and Thomson a little while ago, lost hundreds of thousands of pounds through over-optimism in adding capacity combined with a failure to produce the necessary bookings.

What is true of aircraft is also true of hotels. Unable to profits lie ahead for us all. But convince many Contine

Sacrifice

Gullick of Clarksons argues that it is worth sacrificing a return on capital for the moment because of the need for growth. The profits will be reaped in due course. "The revolution in travel

is by no means over. Bigger

hotels let us get more people abroad before we start worrying about how the fruits of victory should be shared."

For a long time Gullick and his main rival these days, Mr. Bryan Llewellyn of Thomson, have endured criticism from the wings but little to the way of public opposition. Now the situation is changing. Both Mr. Sidney Perez of Global and Mr. Vladimir Raizt, owner of Horizon, have been openly questioning the route which the mass package tour market is taking—and both of their successful companies are in the top five.

According to Perez, "Low prices for the sake of low prices to imitate your competitor, even though cost structures may differ, are the direct route to Carey Street."

If the tour operating industry is to enjoy successful growth it must trade at a reasonable level of profitability. It

must be in a position to reward its shareholders and to accumulate reserves for new investment and to build up professional management structure."

Certainly there is a lot of criticism from the retail trade about the hairline economics of tour operating to-day. There is a strong feeling, which the tour operators consider to be unjustified, that narrow margins mean that tour operators are inevitably inflexible in dealing with problems. There is not much in the kitty to deal with unfinished or unsaleable hotels or much-delayed flights. The reason the retail agents are upset is that it is they, handling as they do more than three-quarters of the business over their own counters, who have to deal with complaints in the first instance.

Unfortunately the major tour operators are highly sensitive. Any suggestion of under-pricing is immediately taken as either an attack on the service offered or dismissed as "a misunderstanding of what this business is all about."

Clarksons particularly, which should carry 720,000 people on holiday next year and around 900,000 the year after that, feels that it is being attacked for creating a huge business when it should, in fact, be congratulated.

As usual there is the problem of dealing with a situation in which there is right on all sides. There can be little doubt that some of the smaller operators are complaining simply because the pace is becoming too hot for them. But people like Global and Horizon are not in this position. The question now is whether the market as a whole will suffer. The question now is whether the question being argued over here is whether price should be raised by rather more than increased costs would suggest and whether, if this was done, it would have an appreciable impact on the rate of growth in the industry.

Built in

The question being argued over here is whether price should be raised by rather more than increased costs would suggest and whether, if this was done, it would have an appreciable impact on the rate of growth in the industry.

Reactions
Dollar etc

Labour News

ASTMS hits General Accident staff move

BY MICHAEL HAND, LABOUR CORRESPONDENT

THE LONG BATTLE by Mr. Clive Jenkins' union to win secretary, urging them to reject recognition from one of the staff association and support major insurance groups, General Accident, reaches a crucial stage this week with a bid by the union to persuade the company's 9,000 employees to withhold support from a staff association being set up with the management's blessing.

As a result of an intensive campaign to organise insurance workers, the 220,000-strong Association of Scientific, Technical and Managerial Staffs, of which Mr. Jenkins is general secretary, now claims to have full negotiating rights with 16 insurance companies and to have 40,000 members in this field.

No negotiation

It puts its membership at General Accident at more than 3,000, about a third of the total staff. But the company, while denying that it is hostile to ASTMS, says it will not negotiate with the union until it has a majority of the staff in membership. Two years ago the organisation rejected a report by the Commission on Industrial Relations in which it said general accident should grant consultative rights in the union.

The company deals mainly with staff committees, which at present are transforming themselves into a staff association with a new constitution and rules, with the staff association and rules which they hope would enable it to operate as a registered organisation under the Industrial Relations Act.

It is proposed to have a monthly subscription of 30p and 20p, according to age, which would be deducted from members' salaries. ASTMS subscriptions for male members in insurance go from 45p to 55p a month from January next year. Women pay 5p a month less.

Details about the proposed association will be given to the staff at meetings during working hours tomorrow. But in the meantime they will receive a letter from Mr. Maurice Rey with the Act.

Company view

But Mr. Tom Roberts, the company's assistant general manager, said yesterday that the staff association aimed for complete financial independence and "has not asked us for a bean." It had not approached the company for the use of an office but if it did he did not see that this would make it any less independent. Management involvement in voting had been sought by the association itself, presumably because it would be unnatural in elections involving staff.

Border roads

In a formal answer to a Parliamentary question he said that he had no doubt that the situation had deteriorated a number of times the amount used all last

Stormont warning that Ulster economy is being damaged

BY JOHN GRAHAM

THE NORTHERN Ireland Cabinet met this morning at Stormont. As always the security of the Province dominated the meeting, but later in the day there was yet another Ministerial warning—the third in five days—about the damage caused by the present situation to Northern Ireland's economy.

In his letter Mr. Reynolds argues that the association is unlikely to be accepted on to the new register because, he says, it is neither fully independent nor democratic. He maintains that it will not initially be financially independent of the management, its registered office will be in or near the company's headquarters and that management representatives will help supervise elections. His charge that the association will not be democratic is based on the amount of power to be vested in its national executive. He also says it will lack the experience and services of ASTMS.

Army searches

The Cabinet meeting was devoted primarily to the Government's new plans to improve security, specifically its intentions with regard to the border. There has not been any formal statement yet about blowing up some or all of the unapproved roads that cross the border, but it is universally accepted here that this is the next stage and that this will happen very soon.

Border roads

In a formal answer to a Parliamentary question he said that he had no doubt that the situation had deteriorated a number of times the amount used all last

North Atlantic airlines may meet soon on fares impasse

BY RAY DAFTER

THERE IS A STRONG POSSIBILITY that north Atlantic airlines will come together in Europe later this month in a further attempt to avoid a "free-for-all" over transatlantic fares.

Lausanne, Switzerland, is being widely tipped as the venue for such a meeting, starting on October 26 or 28, although a spokesman for the International Air Transport Association, the body which would have to convene the meeting, said yesterday that as yet a Montreal earlier this year, will be resolved by early November.

In view of pressure from a number of airlines, some of which have been actively canvassing a meeting, and the bad word that ECAC had north Atlantic negotiations on mid-Atlantic routes until the outcome of the European Civil Aviation Commis-

Leyland recalls some Marinas

BY JAMES ENSOR

THE Austin-Morris division of British Leyland is recalling about 1,600 of its 1.8 TC Marinas for modification to the front suspension. The cars involved are those produced up to July. Since then the modified suspension has been sold to bring them up to the standards of the 1.8 TC Marina model.

There is no suggestion of any defect in the suspension which might contribute to an accident. Originally the 1.8 TC Marina shared the same suspension geometry as the less powerful 1.6 Marinas. But Press reports have been critical of the roadholding of this model and British Leyland has engine, the 1.8 TC Marina could be modified to understand on sharp turns. The modifications made to the current production model are claimed to cure this defect.



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BSA cool over unions' joint-action plan

BY PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

FULL-TIME union officials yesterday met the new management of BSA in Birmingham to discuss the financial situation of the company and to see how planned redundancies of 8,000 among the 4,700 workers could be minimised.

Suggestions of a joint approach to the Government received a mixed reception. "We are concerned at the general attitude that is prevailing. It is one that does not inspire us, but we are nevertheless determined to save as many jobs as possible," said Mr. George Evans, district secretary of the Vehicle Builders' and Engineers' Union. "The company appeared on to the scene with a report by the Engineering Group Secretary of the Transport and General Engineering Workers said afterwards. "We are most concerned at the general attitude that is prevailing. It is one that does not inspire us, but we are nevertheless determined to save as many jobs as possible."

Mr. George Evans, district secretary of the Vehicle Builders' and Engineers' Union, met the new management at the meeting with Mr. Martin Bustace, the new chief executive, and Mr. N. Roggan, representing management con-

sultants Cooper Brothers, complained of lack of consultation. We are opposed to redundancies and planned at its extent, he said. It will add about 12 per cent to the numbers employed in the city.

It was also suggested that some assistance might be obtained from the Export Credite Guarante Department. One of BSA's main problems is that payments for machines made up in the pipeline between August and March for its biggest market in America are concentrated into the late spring and summer, creating problems of financing these buildings.

Whether help could be given by the ECGD seems doubtful. The Department's concern, and large, is to guarantee financiers and bankers financing exports to the extent a company is recourse worthy, and in this respect BSA is plainly in a difficulty.

Other Labour News Page 28

Saleroom

Chinese art fetches £14,419

AT SOTHEBY'S the first session of a two-day sale of Chinese works of art realised £14,419. This gave £490 for a rare green jade waterpot. A Chien Lung period jade figure of a Phoenix went to Sung and a carved hornbill to Burmese for £380 each.

In Sotheby's bookroom, the second session of a two-day sale of part one, a collection of literature relating mainly to Australia, realised £1,084, making £33,636. James gave £300 for a Report of the Committee of Enquiry into the State of the Colonies of New South Wales 1822-23 and £280 for An Account of the Vouages Undertaken for Making Discoveries in the Southern Hemisphere 1773, and £280 for a first edition sold to Fry for 240 gns, and £1,000 for a copy of the Prince of Wales' Journey from George Jackson and Other Ships Hudson's Bay to the Northern Ocean. 1785.

Christie's sale of English drawings and watercolours a pair of miniatures by C. E. Zincke of George III mahogany card tables and Constance £150 for a pair of 18th century Ligurian mirrors. The total was £18,635.

Top price at Phillips' £12,298

Jewellery sale was £1,850 paid by Seymour for a single stone diamond ring in a platinum mount.

In a £5,038 sale at Bonham's

Christie's sale of scent bottles and portrait

drawings and watercolours totalled £10,531. Joseph Mallord

Turner's Hulks in a

Charles Peers, 1739, and

Catbarine Peers 1741 both in

the Chrysanthemum badge.

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COMPANY NEWS + COMMENT

Grattan looks to the second half

REFLECTING THE effects of the postal strike, group pre-tax profit of Grattan Warehouses (mail order) contracted from £3,434,000 to £3,060,000 in the 26 weeks to August 14, 1971.

The remainder of the year can be expected to produce more normal trading conditions and profits in the second half should be higher than those of the same period of 1970, the directors state. pre-tax profit for all the year to January 31, 1971 was £7,455,000.

They consider the trading results for the 28 weeks as being "satisfactory taking into account the seven-week postal strike." They have accounted in full for all known costs of the strike, no proportion being deferred to the second period of this year.

It is estimated that on the interim turnover of £35,674,000 gross earnings were reduced by approximately £460,000—extraordinary expenditure was incurred to help cover the effects of the strike and largely planned for an increase in turnover of 10 per cent of margin for the period could not be achieved. At the same time many expenses were geared to the planned volume growth and could not be saved or scaled down.

The agency mail order system continues to be popular and effective and the post office strike "has not done anything to change our confidence in its future," the directors state.

28 weeks
1970-71 1969-70
Turnover £35,674 £34,184
Group sales 53,674 34,184
Pre-tax profit 3,060,000 3,434,000
Net profit 1,258 1,434

An unchanged interim dividend of 10 per cent. is declared. The 1970-71 total was 28½ per cent.

W. Boulton 22% and scrip

AGAINST the forecast of main tenance of 20 per cent. William Boulton (Holdings) is raising its dividend total to 22 per cent or capital increased by a one-for-four rights issue for the year ended June 30, 1971, with a final of 15 pence.

A one-for-two scrip issue is also proposed.

The favourable profit trend envisaged last November has continued and group profit before tax, net of interest, has advanced from £323,500 to £402,984. At the halfway stage the figure was £161,174 against £138,550.

1970-71 1969-70
Turnover 4,866,334 4,158,157
Profit 1,000,000 840,000
Loan interest 64,899 64,899
Taxation 138,899 114,478
Net profit 851,202 740,762
Attributable 6,320 1,850
Dividend 193,156 140,233

With profits plummeting by nearly £300,000 to £455,000 in the

first half of the year, he points out, it should be remembered that 1970 included pre-acquisition profits of Sizer Williams.

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The Financial Times Wednesday October 13 1971

Price cuts slow down Marks & Spencer

FIRST HALF profits of Marks and Spencer have advanced by 5.2 per cent from £22,065,000 to £24,288,000, before tax, and the interim dividend is lifted from 55.6d per cent to 59 per cent.

At the annual meeting in June, chairman Mr. J. Edward Sleath reported "excellent progress" in the first two months of the current year. In the full previous year to March 31, 1971, pre-tax profit was a record £50,11m., on which dividends totalled the equivalent of 28.13 per cent.

The half-year profit is arrived at after charging the cost of promotional price reductions following the announcement of the halving of SET and the reduction of purchase tax rates. In both these instances, the directors say, benefits were passed on to the public without delay, in the form of lower prices, at a cost to the company of about £1.25m.

Sales in the period for the period rose to £216,130,000 from £186,122,000 (an increase of 17 per cent) divided between clothing £151,296,000 (11.7 per cent up from £135,438,000), and foods 19.5 per cent, better at £60,760,000 (£30,694,000).

Expenses were 10.2 per cent up to £4,850,000 (£4,338,000), giving a net figure of £16,386,000, or 13.5 per cent higher than

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held at the same time as the general purpose of considering dividends and other financial matters. It is not known whether dividends concerned are available or final and the sub-division shown relates mainly to last year's accounts.

TODAY

- Interiors—British Empire Securities and Financial Trust, C. Compton Sons and Webb, London, Legal and General Assurance, London Trust, Morris and Blakely Wall, Morris and David Jones, Orion Insurance, Win. Pindar, Austin Reed, St. Aubyn.

FRIDAY

- Finals—Alliance Property, Caron, Isa, London Tea, London Shop Property, Long Valley Tea, Refuge Securities, Zalman Teas.

FUTURE DATES

Abercrombie International, Oct. 19 British and Canadian Investments, Oct. 19 Peedie, Oct. 19 Industrial General Trust, Oct. 19 Laurence Scott, Oct. 19 Marshall's Universal, Oct. 19 Marshall's (Holdings), Oct. 19 Pilkington Bros., Oct. 19

Saturday

Paterson Clay, Oct. 20 Paterson Zecheus, Oct. 20 Robert and Pitt, Oct. 20 Ulster Television, Nov. 8

English China position

IN A LETTER to members, Lord Aberconway, chairman of English China Clays, stresses that the recent measures taken will have no effect on profits of the year to September 30, 1971.

As known, the clay and transport divisions have had to undertake a de-manning exercise, as a result of which the number of employees of the divisions has been reduced by over 800. It is felt that if there is no further deterioration in economic activity in Europe, the profit for the year will exceed that of last year." The directors thought it advisable that a comment should be issued to the press, the chairman explains.

He goes on—"I hoped in that comment to make it clear that our forecast profit for the year ended September 30, 1971, had been already assured by the time that we had to make the reduction in our employees, and that these latest measures were being taken to produce an efficient organisation in relation to the pattern of likely growth. It would seem that that message has not been fully absorbed, so we thought in the interests of shareholders that we should make the position quite clear."

"The de-manning put into effect earlier this month could in no way ameliorate the results of the financial year just ended. It was undertaken to slim the organisation to an efficient size in relation to the present state of trade and to the need to expand again when the time is right to do so. We believe that we can meet any future upsurge of demand and can meanwhile continue to trade profitably."

"Your directors wish to emphasise that the recent measures were taken solely to preserve the strength of the business for the future in the interests of shareholders and employees alike; they were necessitated only by considerations of prudent and progressive management."

Forward Trust in Scotland

Forward Trust, the £120m. instalment credit subsidiary of Midland Bank, has formed a new company, Forward Trust (Scotland). Based in Glasgow, it will look after the branch activities of the group in Aberdeen, Inverness, Ayr, Dundee, Edinburgh, Glasgow, Hamilton and Dumfries.

The full range of Forward services will be available through the new company. Commenting on the formation of the Scottish company, Mr. R. Moss, its managing director, said:

"On the whole Scottish industry

is more optimistic now about business prospects than it was three months ago. This is confirmed by the Confederation of British Industry's latest industrial trends survey of Scotland which concludes that recent refractory measures have already started to take effect.

In August, it was estimated that the short-term

"The recent removal of hire-purchase controls and the increasing use by banks of personal loans in the fast expanding private consumer market came at a time when financial institutions nationally have ample lending facilities. This will mean fierce competition but growing opportunities for borrowing customers alike over the next few years."

The Board of Forward (Scotland) is—chairman Mr. T. E. Fisher, managing director, Mr. R. Moss; directors, Mr. G. H. Tipping, Mr. A. R. Macmillan and Mr. G. M. Yeung.

Gerrard & National to pay more

Mr. K. H. Whitaker, chairman of Gerrard and National Discount, reports that profits, subject to audit and tax for the six months ended October 8, 1971, were higher than in the corresponding period of 1970.

Subject to unforeseen circumstances, directors intend to lift the total distribution for the year ending April 5, 1972, to not less than 40 per cent, against 38 per cent previously and, in order to reduce the disparity between interim and final dividends, have decided to pay an interim of 15 per cent, compared with 10 per cent.

Mr. Whitaker says: "We are now preparing the accounts for the current year and, although it is too early to assess their full implications we look forward to the future with confidence."

Directors consider the marketability of the Ordinary shares would be improved if they were sub-divided and an extra-ordinary meeting has been convened for November 12 to approve a proposed sub-division of each £1 share into four shares of 25p.

Comment

The discount houses sector has been moving into new all-time high ground recently, and the interim statement from Gerrard and National Discount has an optimistic tone to it, though these are early days to weigh up the implications of greater competition in the banking sector. The past six months have included rate cuts in Bank Rate, which has obviously been good for Gerrard's profits from gifts. On the other hand, the winding-up of lending restrictions has led to a big drop in running margins, most notably in fine bank bills. Fortunately there are still areas, such as local authority yearling bonds and sterling certificates of deposit where margins are still better than half a point and Gerrard's overall margin is still 1.6 per cent.

It is proposed to increase the borrowing powers because of the continuing expansion in the business. On the basis of the 1969-70 accounts, the alteration would have raised the limit from £33.5m. to £62.5m.

At March 31, 1971, Millrayne Holdings was interested in 18,500 E.S. shares. Sir Max is interested in 20 per cent of the equity of Millrayne.

Meeting, Winchester House, E.C., November 4 at noon.

Statement Page 34

Belgrave Mills

Mr. H. Erin, chairman of Belgrave Mills (Holdings), reports that "because of interest shown in the equity of the company after the distribution of the liquid assets," the directors came at this stage into a members' voluntary liquidation as was suggested when the closure of the remaining mill was announced in August.

Promising a report on the situation at the annual meeting in December, he says that the members are being realistic whether possible and forecasts that the net outcome will be at least equal to the market value of the stock.

A second interim dividend (in lieu of final) of 12 per cent by Belgrave Tea Holdings makes 20 per cent for 1970, against a single payment of 10 per cent previously.

Pre-tax profit is £177,910 compared with £55,792, tax taken to £16,050 (£34,420) and a profit after tax of £61,860 against £21,372.

In August, it was estimated that the short-term

market value would be about £60,000.

Firm expansion base for LMS

SIR MAX RAYNE, chairman of Financial Services Securities, says there is a firm basis for expansion in the clearly defined fields in which the individual divisions now operate — with resultant benefit to shareholders."

The base has been provided by the "great advances" achieved in net asset value, liquid resources and management strength.

On the industrial side, Carlton Industries continues its progress, and Invergordon is looking for a modest improvement in profits next year, Sir Max tells members.

British Commercial Property Investment Trust has work programme on the number of key urban sites and the current programme embraces UK commercial development projects totalling some £15m. in cost.

Additional Central London properties are being actively acquired and with the impressive resources of liquidity at its command the company is poised for further expansion on major scale.

On the Cartwright Estate, the completion of the building adjoining the Post Office Tower marks the conclusion of the early redevelopment programme.

A revaluation of the Estate has produced a further surplus of almost £7.8m. and established its total value at £17.25m. With only a modest volume of additional development remaining to be undertaken, the massive appreciation in capital value will undoubtedly be reflected in future trading income," he adds.

As recorded on October 9, net attributable profit for the year to March 31, 1971, was £1.38m. (£1.32m.) and the dividend 9 per cent (8 per cent). Also proposed is a 1-for-10 scrip issue in Capital shares to Capital or Ordinary holders; the directors are satisfied that this will not adversely affect the level of Ordinary distribution.

After management expenses, net rental income was £1.44m. (£1.29m.), property profit £289,330 (£177,821), industrial £1.49m. (£22,492), whisky £228,451 (£16,107), printing £161,407 (£50,714), North America loss £14,428 (£41,212).

The chairman's emoluments have been increased from £3,750 to £22,000. Sir Max believed it was time that he took a "reasonable salary" after many years of token payment, a company spokesman explained last night.

It is proposed to increase the borrowing powers because of the continuing expansion in the business. On the basis of the 1969-70 accounts, the alteration would have raised the limit from £33.5m. to £62.5m.

At March 31, 1971, Millrayne Holdings was interested in 18,500 E.S. shares. Sir Max is interested in 20 per cent of the equity of the Italian company.

No provision is necessary for U.K. tax but some provision may be necessary for Italian tax. Modernising of the London plant is now well in hand and should result in increased profitability.

Statement Page 27

No bid for S. Collier: profit up

The Takeover Panel has ruled that the two American business men who bought 40 per cent of S. Collier and Company, men's tailors and cloth merchants, need not get through the formality of making a formal offer for the rest of the equity.

This is because the Collier shares price in the market at 10p is 180 per cent above the 4p which the Americans—Mr. W. R. Rubin and Mr. W. P. Rufa—would have had to offer.

The Panel's view was that the commensurate decision was that no offer should be made particularly as there was the possibility that some shareholders might be misled into accepting the offer.

Giving the news of the Panel's decision yesterday, Collier also announced that profit for the seven months to July 31, 1971, was ahead at £59,473 (£24,921), including £1,720 (£18,120) from the Italian company.

No provision is necessary for U.K. tax but some provision may be necessary for Italian tax. Modernising of the London plant is now well in hand and should result in increased profitability.

Statement Page 27

C. Booth to top forecast

SUBJECT ONLY to the usual caveats, the directors of Charles Booth and Co. expect to exceed their forecast of pre-tax profits of £100,000 for the year to September 30, 1971.

An interim dividend of 5 per cent is declared, with a final net less than 10 per cent indicated. For 1969-70 there was a single 5 per cent (final) payment.

The first half profit of £20,200 is reported due to the very substantial changes in the group structure and activities, comparable figures are virtually meaningless, it is pointed out.

Turnover, £42,000 (£90,000)

Industrial division, 385,000 (£90,000)

Prop. share invest., 54,000 —

Trade profits, 38,000 (£8,000)

Engineering, 8,000 (£8,000)

Prop. inv. & fin. 32,500 —

Financial, etc. costs, 18,500 (£7,500)

Profit, 28,200 (£2,000)

Estimated tax, 8,000 (£2,000)

Net profit, 20,200 (£2,000)

Statement Page 27

Baraoora Tea pays double

A second interim dividend (in lieu of final) of 12 per cent by Baraoora Tea Holdings makes 20 per cent for 1970, against a single payment of 10 per cent previously.

Pre-tax profit is £177,910 compared with £55,792, tax taken to £16,050 (£34,420) and a profit after tax of £61,860 against £21,372.

In August, it was estimated that the short-term

market value would be about £60,000.

Statement Page 34

RECENT ISSUES

EQUITIES

Issue Price	Amount	Part Up	Part Down	Stock	Issue Price	+ or -
£100 F.P. 26/10/70 104½	1000	Grand Met Sig. Ins. 7/72		104½ +2½		
£100 F.P. 26/10/70 105	644	Do. Do. 104½ Comp. Ins. 7/72		56		
£100 F.P. 26/10/70 105	100	Bleasdale Bedding Ind. Prv. Conv. Ins. La. 1977/82		105 +1		
£100 F.P. 26/10/70 105	107	Lat. Bank 82/72		104½ -1		
£100 F.P. 26/10/70 105	100	Kullin 104½ Conv. Ins. La. 82/72		116		
£100 F.P. 26/10/70 111	103	Lewis (J.) Prop. 82/72		103 -1		
£100 F.P. 26/10/70 111	103	Long. Crav. 82/72		102½ -1		
£100 F.P. 26/10/70 111	103	Moray Crav. 82/72		102½ -1		
£100 F.P. 26/10/70 111	103	Prop. Inv. & Fin. 82/72		103 -1		
£100 F.P. 26/10/70 111	103	Simeon Div. 102 Ins. La. 1978		98½ -2		
£100 F.P. 26/10/70 111	103	Simeon Inv. 82/				

INTERNATIONAL COMPANY NEWS + EURO MARKETS

Strong response enables TRW coupon to be cut

BY WILLIAM LOW

THE dramatic recovery of the offer a 15-year loan at an interest rate of 8½ per cent in the very near future.

Secondary market traders in Eurodollar bonds, however, fear that a rush of borrowers when interest rates "peak out" could result in a return of that well-known Eurobond market com-

plaint—indebtatio.

Another sector of the Eurobond market—that for loans denominated in Dutch Guilders—has sprung to life again. Manufacturers Hanover Limited, the

U.S. company, has issued a bulk of demand being instituted in nature.

The strong success of the TRW loan is all the more remarkable in view of the fact that the company had to withdraw a similar loan from the market in early August. At the time, the company and its advisers were praised for their "commendable sense of responsibility" in postponing the offering.

Eurobond operators are currently awaiting further issues denominated in dollars, both straight-debt and equity-linked. A significant factor is the return of retail interest in dollar issues, especially from Switzerland, which is the main source of Eurobond purchases.

One reason for the absence of borrowers of long-term Eurodollars, some investment bankers believe, is the expectation of lower interest rates in coming weeks. A low-quality borrower equivalent to a triple A rated U.S. company—may be able to

Hunter Douglas tax move

ROTTERDAM, October 12.

HUNTER DOUGLAS to-day announced a plan to replace its Canadian parent company by an international banking syndicate to sell their Netherlands Antilles Corporation, Hunter Douglas Ltd. stock for \$10 per share and, in turn, forfeiting the right to bonus shares in the new company.

It is proposed that all Hunter Douglas Ltd. stock be exchanged on a one-for-one basis into shares of a new company to be called Hunter Douglas N.V. Its head-quarters will remain in Rotterdam.

Hunter Douglas Ltd. common shareholders are exchanging their shares for those of the new parent company, will receive one bonus share for every five shares owned in the old company. Alternatively, they may take

per cent interest, informed sources told Reuter.

• **CIBA-GEIGY**, of Basle, and Haesle Moelndal (Sweden), affiliate of Swedish chemical group Astra, formed joint stock company on 50:50 basis, with headquarters in Moelndal. New company, Haesle-Ciba-Geigy, will, with effect from January 1 next, take over marketing of all pharmaceutical specialties of two companies in Sweden, Finland, and Norway.

• **EUROPEAN INVESTMENT BANK** agreed to grant Aethylen-Rohrleitung-Gesellschaft loan equivalent to DM15m, to finance building of ethylene pipeline. The 10-year loan bears 8½ per cent coupon.

• **INDUSTRIELLE HANDELS-KOMBI** (IHC) sold 50 per cent of its Swiss Union Plastics division from Suisse Union to build pipe-line vessel and concrete-coating plant for pipes, to be delivered in 1973 and 1972 respectively. Equipment will be used to lay three 250-kilometre pipelines under Caspian Sea for transportation of natural gas from Chelchen on Caspian east coast to Baku.

• **MOET-HENNESSY** will take over 100 per cent control of French perfume maker, Parfums Dior, in which it already has 70

North America

• **UNITED CALIFORNIA BANK**, subsidiary of Western Bancorporation, said third-quarter net earnings fell to \$7.27m. (equal to £2.12m. per share) from \$8.0m. (£1.32m.). Net profit in first nine months of year fell to \$2.59m. (\$3.721 million) from \$4.15m. (£6.991). The 1970 net earnings figures include extra £300m. subordinated debentures due November 1, 1972 for losses incurred by United California Bank's Swiss subsidiary, C.R. Bard.

• **SECURITY PACIFIC NATIONAL BANK** of Los Angeles, intends to make a bid via one of its investment subsidiaries for a "considerable holding" in the Bank of Canton, Hong Kong, which would be expanded into the U.S. banking group and expand international business for its U.S. and other clients in Asia, would cost over \$7m.

• **REYNOLDS METALS COMPANY** and Donbar Development Corporation, of New York, announced an agreement of technical assistance with Hoechst Roehrewerke of West Germany, aluminium to rotary heat exchangers.

• **LING-TEMCO-VOUGHT** will supply of spiral tube mill to the offer holders of 6½ per cent debentures due June 1, 1973, an

equivalent face amount of new senior 7½ per cent convertible debentures due November 1, 1981. Exchange offer will expire October 24, 1971, unless extended.

• **INTERNATIONAL PARK COMPANY** filed registration statement in New York with the Securities and Exchange Commission covering a proposed offering of \$60m. subordinated debentures due November 1, 1972 for 70,000 shares of C.R. Bard common stock owned by International Paper.

• **CARRIER CORPORATION**, of Syracuse, New York, an air conditioning and refrigeration concern, has made an offer worth \$44.2m. for 75 per cent of the issued capital of Carrier Air Conditioning (Holdings), Sydney.

• **OTHERS**

• **JOHN LYASGHT (AUSTRALIA)** said it plans to lay off 400 employees over next eight months, due to lack of business. Number represents about 30 per cent of Lysaght's total work force at Newcastle, where it produces iron and steel.

• **SIDS CONSOLIDATED** decided, because of economic conditions in Japan, to suspend drilling and exploration for coal until the needs of Japanese steel industry are defined.

• **HITACHI SHIPBUILDING AND ENGINEERING** reached agreement in principle with Standard

Electric Co. Ltd. to build two ships for the Japanese market.

• **W. A. Tyzack** earns and pays more

Reporting pre-tax profits up to June 30, 1971, from £24,092 to £26,460 (£45,268), leaving a net profit of £83,275 against £54,573.

Activities include motor vehicle distribution, hire purchase finance and office furniture manufacture.

Investments steps up the total for the year ended March 31, 1971, from 5 per cent to 6 per cent, for the year ended March 31, 1970.

Pre-tax profit has increased to £120,879 compared with £100,099 after deduction of a trading loss of £33,193 (£5,112) in respect of Aston Cabinet Company.

Comparative figures for the year included the continued progress of furniture and multiple shops divisions; the mail order division—the largest in the U.K.—was showing a good improvement in its results up to the time of the strike; the consolidation by the Dutch mail order subsidiary of its position as the leader in its field in Holland and the completion of another base in the development of the investment finance and property division by the introduction of a banking subsidiary, Whiteway Laidlaw.

As reported on July 16, the dividend is raised 2½ per cent, to 42½ per cent, and there is proposed a one-for-two scrip issue in "A" Ordinary to holders of the Ordinary and "A" Preferred.

A split of 1970-71 turnover and profit is given in the following table:

Sales Profit
Net
Retail 324,625 £20,765
Manufacturing, etc. 153,013 14,038
Overseas 154,461 5,112
Less: property 3,651

Includes realized profits on import-group sales of £25,000, which are included in turnover, £1,000 retained in溢利

At May 31, 1971, subsidiaries had capital commitments for which contracts had been placed of £2.21m. (£4.02m.), and authorisations totalling £1.48m. (£1.83m.).

They now say the growth of the last two years has been consolidated and improved this year, in spite of an increasingly severe recession in the agricultural engineering industry.

Agricultural engineering remains in depression, the directors add, and some of the other engineering trading, which we supply, are now having their difficulties which makes the coming year more difficult to predict."

1970-71 1969-70

Tax 26,460 20,762

Net profit 175,886 133,468

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Less: property 3,651

Includes realized profits on import-group sales of £25,000, which are included in turnover, £1,000 retained in溢利

At May 31, 1971, subsidiaries had capital commitments for which contracts had been placed of £2.21m. (£4.02m.), and authorisations totalling £1.48m. (£1.83m.).

They now say the growth of the last two years has been consolidated and improved this year, in spite of an increasingly severe recession in the agricultural engineering industry.

Agricultural engineering remains in depression, the directors add, and some of the other engineering trading, which we supply, are now having their difficulties which makes the coming year more difficult to predict."

1970-71 1969-70

Tax 26,460 20,762</

MINING NEWS

Gold Fields does no worse than expected

BY LESLIE PARKER, MINING EDITOR

THE FALL of 15 per cent in the net profit of the Consolidated Gold Fields group from £17.3m. to £15m. for the year to June is almost exactly in line with the costs of materials and wages. The chairman pointed out that the Nigerian Government royalty, practically all the world's major mining houses were heading for lower margins owing to a factor completely outside their control, namely the universal setback in metal prices.

This is an influence the end of which has yet to be seen. Copper, which provided 11 per cent of Gold Fields' 1969-70 revenue, is still to turn the corner. The full effect of the platinum slump, a 10 per cent element in the 1969-70 figure, will be felt in 1971-72. On the other hand, Gold Fields is fortunate in that its paramount gold element is still prospering while another important influence on its fortunes, iron ore, also continues to do well.

POSEIDON IS PRESSING ON

A contract worth \$1.5m. (£87m.) has been let by Poseidon for construction of site works, a power house, workshop office block and facilities at its Windarra nickel project. Michael Southern reports from Sydney.

The Australian company A. V. Jennings, which won the contract, announced that all main services will be operative by Christmas and the work completed by early March.

The news helped to dispel recent suggestions, as discussed in Monday's Mining Notebook, that development of the Windarra nickel deposits was to be either delayed or put off indefinitely.

Poseidon consequently headed a market rally in Sydney. In London the shares recovered 70p further to 740p, making a rise of 215p over the last three business days.

HAMERSLEY'S QUARTERLY

One of the Western Australian iron ore giants, the Rio Tinto-Zinc group's Hamersley, reports a consolidated net profit after depreciation and future tax of £7.54m. (£3.56m.) for the September quarter compared with £8.28m. for the same period of last year.

Needless to say, Gold Fields is maintaining its dividend with a final 4.4p making a total of 7.5p which comes out of net earnings of £3.31p for 1969-70 after allowing for 4.25p for 1968-69's rights issue. Yesterday Gold Fields rose 7p to 185p; their further improvement, along with most other mining finance shares, depends primarily on the speed at which recovery in the world demand for metals develops.

HARTEBEEST & ZANDPAN
At long last the Anglo-Tran-
svaal group's Hartebeestfontein
gold mine is to go ahead with
its scheme to absorb its neigh-
bour Zandpan in the same group.
Formal application has been
made to the South African
Government for approval of the
plan whereby the consideration
will be to sell off by Hart-
beest assuming the liability to
repay Zandpan's existing debt
of R5m. and issuing to Zandpan
2.2m. shares for the balance of
R1.15m. The share issue is equivalent
to approximately one Hart-
beest for each 5.9 Zandpan.
The respective prices yesterday
were 155p and 27p.

Meetings will be held in due course at which shareholders will be asked to consider the proposals full details of which will be sent out when State approval has been obtained.

BISICHI TIN
The latest quarterly report,
covering the 12 weeks to Septem-
ber 14, from Western Mining
is clearly notable for further high
value results from the
Kambalda nickel property in
Western Australia.

They range up to a high 8.79
cents per ton in the Hunt shoot
area, the Cooke section, with full
scale sinking of No. 1 shaft

possible.

Mr. C. Richards said at yesterday's
meeting that Bischi Tin's opera-
tions have become unprofitable per cent. in the Hunt shoot.

The letter company has reduced although this value was over only
11.4 per cent of the enlarged
capital.

It will also make available a line of credit totalling initially to £100,000 "for approved acquisitions" by DCM.

DCM has agreed to act as financial advisers and merchant bankers to DCM. Main activities of DCM are in the fields of toys and games, do-it-yourself, plastic goods and utilities, and in the acquisition of the additional capital will facilitate a faster rate of development in these and allied fields.

Shareholders in OCM will be asked to approve the arrangements at a meeting to be called in the near future.

"FAGS" TAKEOVER DECISION SOON
The Government in Chile is expected to give before the end of this month a decision on whether it will acquire the shares of the Antofagasta (Chili) and Bolivia Railway Company, whose chairman Mr. W. T. Campbell at the annual meeting in London.

This solution was in the opinion of the Board in the best interests of all parties concerned and the managing director had handed to the Minister of Public Works the company's financial proposals for

Meeting Page 26

ASSOCIATES DEALS
Keyser Ullmann on October 11 bought 10,000 Moore's Stores at 35p.

S. G. Warburg purchased on behalf of an associate client £25,000 A and S. Henry at 110p. W. F. Carr Sons purchased for associates of George Property Holdings, 12,500 Alliance Preference shares at 108p.

WOSTENHOLM "NO"
Directors of George Wostenholm and Sons were quick off the mark last night in describing as "inadequate" a £1.1-a-share bid by Arched Investment, a company which may lead to an offer for all quoted capital of Merton Park. Until further information is available, holders are advised not to dispose of their

shares.

MERTON PARK TALKS
The directors of Merton Park Investment Company say that discussions are taking place with another quoted investment trust company which may lead to an offer for all quoted capital of Merton Park. Until further information is available, holders are advised not to dispose of their

Union Cpn. tonic

In difficult times for mining finance houses, heady half-year results from Union Corporation have consolidated net profits up to £6.46m. (£2.6m.) against R7.28m. a year ago, while the total reached R12.59m.—need to be watered down. And the conservative South African mining finance house bears out this view with an unchanged interim of 4 cents (2.6p).

The eye-catching figure is a sharp-dealing profit of R2.3m. compared with only R1.6m. in the first half of 1970 and a total for that year of R8.6m. Such profits, and losses, is coyly explained as subject to wide variation. On occasion it looks as though Union Corporation may have taken the opportunity to part with some of its gold shares (Witwatersrand?) when the market was buoyant in the spring.

If so, a mining house with such strong gold ties may well have made only a temporary separation from some of its gold holdings, moving back in again during the recent setback in prices. And it is suggested that the year-end investment write-down provision could be R1.6m.

At all events the past half

year's share-dealing profit can be regarded as exceptional while the current full year investment income is likely to be "slightly less" than the R12.43m. recorded from this source in 1970. Even so, it will be surprising if total 1971 profits do not show a comfortable increase on those for the previous 12 months.

MINING BRIEFS

MALAYSIAN TIN—September: Tribune ore sold 5.3 tons (August: 5.4 tons). Working profit £779 (£824).

ASIAN POLYATIC ZINC (AUSTRALIA)—September: R1.2m. (R1.2m.).

RIO TINTO—September: R1.2m. (R1.2m.).

WEST COAST MINES—September: 37,728 tons, lead concentrate produced 7,221 tons, copper concentrate produced 1,098 tons.

STANGLAND—September: 1.2m. (R1.2m.).

STANGLAND</b

IMMIGRATION BILL IN THE LORDS

'Restrictions have led to increase in number of bogus students'

BY OUR PARLIAMENTARY STAFF

ONE OF the consequences of the reduction in the number of employment vouchers for immigrants in recent years had "led to a considerable increased pressure for entry from bogus students," said Lord Windlesham, Minister of State, Home Office, in the Lords last night when the House continued its debate on the Immigration Bill.

Baroness White (Lab.) moved an amendment to provide that where students from overseas could prove that they had been accepted by an educational institution, they should not be sent back to their homes before they had exercised right of appeal.

Lord Windlesham said Britain admitted something like 16,000 Commonwealth citizens a year. "In the very great majority of cases no difficulty has arisen."

The rights of students, though had to be balanced with the attempts of those determined to evade immigration control.

"This is one of the two main avenues of abuse. Under the pressure of people to come to the U.K. for settlement and work from certain countries in the Commonwealth it is not surprising that some whose real intention is to settle here permanently, should try to enter in the guise of students."

The amendment was withdrawn and the Bill passed its report stage.

Lord Brockway (Lab.) objected to one of the grounds on which the Home Secretary might deport. Lord Avebury, formerly Mr. Erick Luhnow MP, said: "This is a case of visiting the sins of the fathers on the children and it is objectionable for that reason alone. This part of the Bill is specifically directed against women and for that reason cannot be supported."

Lord Windlesham replied that there was a right of appeal, added to the Bill during its Committee Stage in the Lords, and he thought that the representations from the National Council of Women had largely been met.

Lord Windlesham, Minister of State, Home Office, said this power, which had existed for many years, would continue to be exercised with restraint. There had been very few cases in recent years and nearly all those deported under this power had been convicted in criminal courts.

Lord Brockway withdrew his amendment. Baroness White (Lab.) moved an amendment to ensure that the wife or other members of a man's family ordered to be deported, should not automatically be deported with him.

Baroness Emmett of Amherst (C) said: "This part of the Bill offends women organisations in this country very much indeed."

"The logical conclusion of what the Government proposes is that when a wrong-doing husband got away, as operators of

THE Council did not go so far as Baroness White. "The Government has had to introduce this power for those cases where the woman had no right to remain and refused to leave the country when her husband was deported."

Also, a wife would not be deported if she had entered Britain under her own right and not the right conferred by her husband.

The amendment was defeated by 106 votes to 61 (Government majority 45).

The Third Reading will be taken on Monday.

Air traffic congestion

THE serious delays to aircraft scheduled services were required over Europe this summer were mainly attributable to restrictions imposed by Continental air traffic control centres, said Lord Drumalbyn.

Minister without Portfolio, in the Lords yesterday. He told Earl Amherst (L): "We are exploring with the French, and other administrations concerned, means of reducing delays."

Lord Amherst had said that because air charter operators were not usually required to file flight plans in bloc not less than 14 days in advance under the British stored flight plan system.

LORD DRUMALBYN replied that all flight operators using the air traffic control service were required to file flight plans not later than 30 minutes before the intended flight, whether it was a scheduled service or a charter operation. The only difference was that operators of regular flights, whether scheduled or charter, were able to file flight plans in bloc not less than 14 days in advance under the British stored flight plan system.

Lord Amherst had said that because air charter operators were not usually required to file flight plans in bloc not less than 14 days in advance under the British stored flight plan system.

The Government motion on which the vote will be taken is not expected to be published until next week.

Many anti-Marketeteers, apart from those on the Left, are saying that the conference decision must be reinforced by the actions of the Parliamentary party. In their opinion, most make its opposition to entry on the Government's terms clear expected to impose a three-line whip.

'Shadow' Cabinet meeting to-day on Market vote

BY PHILIP RAWSTORNE

LABOUR'S "shadow" Cabinet in such an atmosphere, the will meet at the Commons to-day determined pro-Marketeteers may decide what recommendations conclude that their best chance it should make to the Parliamentary Party about the inevitable Labour Party about the storm is to keep their heads crucial vote on October 28 on down vote or abstain according entry into the Common Market, to their convictions on October 28 and then join the opposition Pro-Marketeteers among the 28 and then join the opposition party leaders are hoping that to the Government's subsequent some formula can be devised legislation.

Any attempt to persuade the PLP, when it discusses the include a "conscience clause" situation next Tuesday, to modify its opposition to accommodate the pro-Marketeteers might merely provoke more hostility.

The Government motion on which the vote will be taken is not expected to be published until next week.

Mr. Heath, in his television interview on Monday, quashed any faint hopes of a free vote that might have remained. And Mr. Bob Mellish, Labour chief whip, and Mr. Wilson, are expected to impose a three-line whip.

INTERIM STATEMENT

LESNEY PRODUCTS & CO. LTD.

Interim Statement

The Directors have resolved:

Preference Dividend

Half year's dividend of 31% actual payable 31st December, 1971 to shareholders on the register at the close of business on 1st November, 1971. The register will not be closed.

Ordinary Dividends

Consideration of the declaration of an interim dividend deferred until January 1972.

Unaudited figures for the 24 weeks trading ended 18th July, 1971 are:

	1971	1970
Group Sales	£5,557,000	£6,225,000
Group Trading Profit (loss)	370,000	(15,000)
Depreciation	368,000	378,000
Debtors Interest	32,000	—
Other Interest Paid	103,000	106,000
Loss before Tax	(183,000)	(499,000)
Tax Relief at present available	(3,000)	(90,000)
Loss attributable to Shareholders	£(180,000)	£(469,000)
Dividend: Preference	26,000	26,000
Ordinary	defered	See above
(Interim)		

* The overall effect of the tax relief will be governed by the results of the further 28 weeks trading.

Current position:

Outlook

Present indications suggest that the recovery reported above should continue although the recent widespread disturbance in world currencies in areas where the group trades could create difficulties.

North America

Additional action has been taken for the North American divisions to operate on a profitable basis and current indications are encouraging despite losses included in the above figures.

For structural steelwork

Fairmille-Lilleshall Ltd

Fairmille-Lilleshall Ltd., St. George's, Telford, Shropshire, TF2 9EJ, Telephone 3120



AMERICAN EXPERIENCE OF INDUSTRIAL RELATIONS LAW

A Conference on Industrial Relations Problems with special reference to practical U.S. experience of working a similar system to the new British Act

will be held on

2nd and 3rd November, 1971
at the Park Lane Hotel, London.

Speakers will include:

J. Brian Bransbury, Chairman, I.R. Committee, Bar Association.
Elliott Brothoff, Special Counsel, United Steelworkers of America AFL-CIO.
George Cattell, Former Director of Manpower and Productivity service, D.E.P.
Ewan Clague, former Commissioner, U.S. Bureau of Labor Statistics.
Victor Feather, General Secretary, Trades Union Congress.
Robert Livermore, Professor, Harvard Business School.
J. P. Lowry, Director of Industrial Relations, British Leyland.
William E. Simkin, former Director, U.S. Mediation Service.
T. A. Swindin, Director of Industrial Relations, C.B.I.
Sam Zagoria, Director, Labor-Management Relations, U.S. Conference of Mayors and other distinguished experts.

Ful particulars can be obtained from
LEO KRAMER INTERNATIONAL LTD., 9, Bryanston Square, London W.I. (01) 723-6772.

HUNTER DOUGLAS GROUP ANNOUNCES CHANGE IN CORPORATE STRUCTURE

The Hunter Douglas Group ("the Group") has announced corporate plans which, when implemented, will result in replacement of the Canadian parent company of the Group by a Netherlands Antilles Corporation. Central headquarters will be at their present location in Rotterdam, the Netherlands, and the new parent company will apply for a listing of its shares on the Amsterdam stock exchange.

The plan of reorganization, which has been approved by the Board of Directors, calls for a transfer of all Hunter Douglas Limited ("HDL") assets to a newly created Netherlands Antilles subsidiary, Hunter Douglas N.V. ("HDNV"), followed by the liquidation of HDL and the distribution of HDNV shares on a 1-for-1 basis to shareholders in HDL.

It is intended that the Extraordinary Shareholders Meeting, which will be asked to approve the reorganization, will be held in Canada on October 25, 1971.

This change concerns the legal structure of the Group and place of incorporation of the parent company only. It does not affect the control or management of the Company or its operations.

Bonus Shares

HDNV, the new parent company of the Group, has declared from capital surplus one bonus share for five common HDNV shares, payable after the liquidation of HDL prior to year-end 1971. The bonus shares of HDNV will only be distributed on the common shares, presently representing about 16% of the outstanding capital of the parent company. The founders and controlling shareholders who hold deferred shares will not receive bonus shares and will therefore correspondingly dilute their holdings.

Dividend Policy

Management's continuing confidence in the Group's operations and prospects is expressed by the adoption of an annual dividend policy on HDNV shares which will commence with the declaration in 1972 of a dividend of Dfl. 1.00 per share.

Cash Alternatives

(1) An international banking syndicate led by N.M. Rothschild & Sons Limited and the Amsterdam-Rotterdam Bank N.V. has offered to holders of common shares and Curacao Depository Receipts ("CDR") the opportunity to sell their HDL common shares for Canadian \$14.00 per share. This offer is open until 12 o'clock noon on October 25, 1971.

(2) At the same time an offer has been made by the Montreal Trust Company on behalf of the principal shareholder to purchase the bonus shares distributed by HDNV at Canadian \$13.50 per share from all share or CDR holders wishing to sell. This offer is open until 12 o'clock noon on November 12, 1971.

Both offers will depend on the liquidation of HDL and distribution to the shareholders of the shares of HDNV having taken place prior to December 31, 1971.

Summary of Choices

As a result of these offers, all holders of CDR's or HDL common shares will be given the choice of either:

(1) Receiving upon liquidation of HDL one common share of HDNV for each common share of HDL, plus one bonus share for every five common shares of HDNV. The bonus shares may be sold for Canadian \$13.50 per share.

(2) Or, alternatively, disposing of their holdings in HDL for Cen. \$14.00 per share.

Shareholders Resident in Canada

Due to Canadian legislation becoming effective in 1972, some

Canadian resident shareholders would be at a disadvantage if they were to own foreign securities such as the shares of HDNV distributed upon liquidation of HDL. A preliminary prospectus has therefore been filed with the Securities Commission of all Canadian provinces offering Canadian resident holders of HDNV common shares an exchange of these shares on a 1-for-1 basis to voting preferred shares of Hunter Douglas Canada Limited, the Canadian operating subsidiary of the Group.

These preferred shares are exchangeable into common shares of HDNV on a 1-for-1 basis at any time up to December 31, 1990. They are also entitled to a dividend equal to any dividends declared on the HDNV common shares.

Listing

Application will be made for the shares of HDNV to be listed on the Amsterdam stock exchange.

Taxation - European Shareholders

HDL and HDNV are companies based in the Netherlands and are subject to Dutch tax legislation. HDL has obtained a tax ruling in the Netherlands under the terms of which the liquidation of HDL and the distribution incident thereto of shares of HDNV are not subject to any direct taxation in the Netherlands either on resident or on non-resident shareholders.

Tax counsel has advised that inasmuch as bonus common shares to be distributed by HDNV will be charged against capital surplus they would not be subject to direct taxation in the Netherlands. Furthermore, the above transaction will not have any tax incidences in the Netherlands Antilles to shareholders resident outside of the Netherlands Antilles.

Results and Outlook

The Group manufactures consumer, building and architectural products, as well as specialized precision machinery. Sales in 1970 were US \$129,777,000 and net income after tax US \$6,341,000, or US \$1.10 per share based on the average number of shares outstanding. In the first 6 months of 1971, net sales rose by 34% to US \$77,347,000 and net income by 14% to US \$2,755,000 compared to the same six-month period last year.

During the past 5 years the Group's annual compounded growth in sales and net income, as well as net income-per-share, has been more than 15%. Based on current sales forecasts and order backlog, Mr. Ralph Sonnenberg, President, expresses confidence that this historic rate of growth should be maintained this year.

Management Comment

The management, expressing its confidence in the future of the company, would like to see the holders of common shares and CDR's in HDL continue their holdings in the Hunter Douglas Group as shareholders of HDNV.

Rotterdam, 11th October 1971

Hunter Douglas Limited

The Depositary will then tender for cash such HDL Common Shares or rights to HDNV Bonus Common Shares as are represented by the CDR's surrendered, and the cash will be paid out to the (former) CDR holder by cheque payable at the offices of the Agents of the Depositary. Fees and charges payable to the Depositary under the terms of the Deposit Agreement will be borne by HDNV.

The Depositary will not tender for cash any HDL Common Shares or rights to HDNV Bonus Common Shares represented by CDR's the holders of which have not specifically instructed the Depositary to accept this cash offer pursuant to the procedure set out above.

The Depositary will make a public announcement addressed to CDR holders who will not have surrendered their CDR's or the coupon(s) Number One of their CDR's, as to the manner in which it will make available to such CDR holders the HDNV Common Shares or the HDNV Bonus Common Shares received by the Depositary.

Curacao (Netherlands Antilles)
11th October 1971

Caribbean Depository Company N.V.

The undersigned, Caribbean Depository Company N.V. (the Depository), Curacao Netherlands Antilles, acting as Depository for Common Shares of Hunter Douglas Limited (HDL), has been informed of the proposed reorganization of HDL and the cash offer of Can. \$14 for Common Shares of HDL and of Can. \$13.50 for the Hunter Douglas N.V. (HDNV) Bonus Common Shares as described above in the notice of HDL.

Copies of all documentation relating to the proposed reorganization and cash offer received by the Depository in its quality of holder of registered Common Shares of HDL will be available to holders of Curacao Depository Receipts (CDR's) at the offices of the Agents of the Depository:

Pierson, Heldring & Pierson
Amsterdam-Rotterdam Bank N.V.
Herengracht 595
Amsterdam

Any holder of CDR's wishing to accept the cash offer for either the Common shares of HDL or the Bonus Common Shares of HDNV must inform any one of the Agents of the Depository mentioned above by registered letter, enclosing either his CDR's or the coupon(s) Number One of his CDR's when accepting the cash offer for Bonus Common Shares of HDNV (to be received by the Agents of the Depository no later than November 10, 1971).

The Depository will make a public announcement addressed to CDR holders who will not have surrendered their CDR's or the coupon(s) Number One of their CDR's, as to the manner in which it will make available to such CDR holders the HDNV Common Shares or the HDNV Bonus Common Shares received by the Depository.

Curacao (Netherlands Antilles)

11th October 1971

INTERIM STATEMENTS

BABCOCK & WILCOX,

LIMITED

INTERIM REPORT
for 32 weeks to 14th August, 1971
(Unaudited)

	32 weeks	32 weeks	to	Full
	to	to	14th Aug.	15th Aug. Year
	1971	1970	1970	1970
Trading Profit of Babcock & Wilcox Ltd. and Subsidiary Companies (a)	1,489	1,224	4,348	
Investment Income:	678	866	745	
Interest Charges:	2,168	1,900	5,093	
	1,072	1,163	2,009	
Profit before Taxation	1,096	737	3,084	
Taxation:	330	390	1,571	
Profit after Taxation	766	347	1,513	
Minority Interests	120	164	323	
Profit attributable to Babcock & Wilcox Ltd.	646	183	(b) 1,190	

NOTES:

(a) Includes £101,000 in respect of change in accounting policy
(Nil for 32 weeks 1970, £580,000 for full year 1970).

(b) The full year 1970 figures are before crediting exceptional items of £4,037,000.

DIRECTORS' INTERIM REPORT
TO THE STOCKHOLDERS

1. As is normal in this company's business the profit for the first 32 weeks should not be taken as a guide to the expected profit of a full year, which can only be determined after the annual review of long term contracts. Present expectations are that the trading results for 1971 will show improvement over 1970. Trading profit for the 32 weeks includes £101,000 in respect of the change in accounting policy notified to Stockholders in the 1970 published accounts whereby a proportion of profit earned on work-in-progress is now included in the valuation of such work. Interest charges are slightly lower at £1.07 million due to lower interest rates and the taxation charge of £330,000 is only 30% of Group Profit. This low charge is due to double taxation relief, the new accelerated allowances for plant depreciation, and taxation losses available against U.K. Corporation Tax, which result in the Group effectively only bearing taxation on Overseas income. This low rate of taxation will continue for the remainder of 1971.

The directors have considered the statement of Standard Accounting Practice No. 1 issued by the Institute of Chartered Accountants in England and Wales which requires that the appropriate proportion of the results of Associated Companies should be included in the consolidated results of the Group. It is intended that, as far as practicable, the Group will comply with these requirements, but before we can attain complete conformity we have yet to resolve the problems arising from the different accounting and management conventions related to the Group's Associated Companies.

2. Your directors have approved the payment of an interim dividend on the Ordinary Stock of 4½% (subject to income tax). This dividend will be paid on the 29th November 1971 to Stockholders registered at the close of business on Friday 22nd October 1971.

3. The Company has been sued overseas in connection with a contract to supply a steam drum and jacket. Judgment has been given against us by a local tribunal of the first instance. The amount of damages has not yet been considered by the referees appointed by the tribunal. The Company has entered an appeal. Provision was made in the Group Accounts in previous years for an amount considered to be adequate. It is unlikely that this matter will be resolved for some considerable time and it is uncertain whether any additional provision will prove necessary.

12th October, 1971.

Holts

Holts automotive chemical products
Romac tyre repair materials, seat belts,
and accessories

INTERIM REPORT

for the half-year ended 31st July 1971

	6 months 1971	6 months 1970
Consolidated loss (unaudited)	(£85,000)	—
Consolidated profit before taxation (unaudited)	—	£26,000
Corporation Tax 45%	—	£117,900
Consolidated loss/profit after taxation	(£85,000)	£144,000

As I pointed out to you in my statement for the year ended 31st January 1971, the commissioning costs of the distribution depot at Bedford and the factory at Barry have seriously affected the results for the first half of this year resulting in a loss of £85,000. In the circumstances, the Board do not feel able to recommend the payment of an Interim Dividend (12½% paid in 1970).

A number of executives had to be moved and staff had to be engaged and trained. The settling down period at Bedford has taken longer than we anticipated but both units are now operating smoothly. In spite of the postal strike sales increased by 23% and margins were maintained. Our new German and Australian subsidiaries are already operating profitably and exports are buoyant particularly to Japan.

The Company now has the facilities in needs to ensure continued growth and a major operation has been mounted to bring operating costs to a level which will restore our profitability.

HOLT PRODUCTS LIMITED.
Holt House, 12-14 Sydenham Road, Croydon

GREEFF-CHEMICALS HOLDINGS LTD.

Interim Statement

(Showing unaudited Consolidated Results for the six months ended 30 June 1971)

	1st half 1971	1st half 1970	Year 1970
£	£	£	£
Profit on Trading including compensation in respect of termination of a Sales Agency after deducting all expenses, loan interest and depreciation	61,066	65,746	129,702
One half of Dividend Income from Trade Investments received and expected to be received by 31st December 1971	181,601	170,663	341,326
Less Corporation Tax on the Trading Profit	245,667	237,408	471,028
Profit after providing for taxation	219,167	205,408	417,122

Trading conditions at present show some falling off of orders but the Directors expect that overall profits in the second half of 1971 will not be greatly different from the amount earned in the second half of 1970.

An interim dividend of 5½% less income tax (1970—5½%) has been declared payable on 31st December 1971 to Ordinary Stockholders on the Register as at the close of business on 29th October 1971.

UNION CORPORATION LIMITED

(Incorporated in the Republic of South Africa)

DECLARATION OF DIVIDEND NO. 109
PAYMENT OF COUPON NO. 114

The Directors have declared Dividend No. 109, being an interim dividend for the year ending 31st December 1970, of 4 cents per share, Republic of South Africa currency (Republiek van Suid-Afrika), payable to members registered at the close of business on 29th October, 1971, and to persons surrendering coupon No. 114 detached from share warrants to bearer, in accordance with a further notice to be issued from the London Transfer Office and published on 5th November, 1971, and which will also detail arrangements made for the issue of new Coupon Sheets.

This dividend becomes due on 1st November, 1971, and the Register of Members and Transfer Books of the Corporation will be closed from 1st November to 5th November, 1971, both days inclusive. Dividend warrants will be posted on or about 30th November, 1971.

Dividends payable from the London Transfer Office shall be paid in United Kingdom currency. The rate of exchange for conversion of the dividend has been provisionally fixed at R1.789010, Republic of South Africa currency equivalent to United Kingdom currency. Should there be a difference that may be required by the Directors as material between the aforesaid provisional rate of exchange and the actual rate of exchange ruling between Republic of South Africa and United Kingdom currencies on 1st November, 1971, the London Transfer Office shall pay in United Kingdom currency calculated at the rate of exchange ruling on 1st November, 1971.

Under the Republic of South Africa Income Tax Act, 1962, as amended, a Non-Resident Shareholders' Tax of 15 per cent has been imposed on that proportion of the dividend declared deemed to be payable out of profits earned in South Africa. Accordingly, a deduction in respect of this tax at the effective rate of 11.27 per cent will be made from distributions of the dividend declared to members whose registered addresses are outside the Republic of South Africa and to persons surrendering coupons detached from share warrants to bearer irrespective of domicile.

Dividend payments will be subject to tax deduction wherever necessary in terms of the law of the Republic of South Africa and the United Kingdom.

This notice is published in abbreviated form but members may inspect the full notice declaring the dividend at either the Johannesburg or the London Transfer Office of the Corporation.

HALF-YEARLY STATEMENT

The unaudited consolidated accounts for the six months ended 30th June, 1971, and the comparative figures for the year 1970 show:

	Half-year ended 30.6.1971	Half-year ended 30.6.1970	Year ended 31.12.1970
Dividends and interest from Investments	7,192,000	6,894,000	13,430,000
Realised profit on investments and government securities	2,301,000	315,000	634,000
Interest received, net revenue from fees and sundry receipts	3,510,000	3,291,000	6,868,000
	13,003,000	10,800,000	20,933,000
From which must be deducted:			
Administration expenses	2,048,000	1,853,000	3,896,000
Interest paid	1,067,000	1,110,000	2,127,000
Depreciation of fixed assets	37,000	67,000	140,000
Provision for writing down investments (Note 3)		—	1,600,000
	3,170,000	3,030,000	7,773,000
Consolidated profit before taxation	8,832,000	7,570,000	13,160,000
Taxation	355,000	288,000	571,000
CONSOLIDATED PROFIT AFTER TAXATION	8,478,000	7,282,000	12,589,000
Cost of interim dividend	2,000,000	2,000,000	

NOTE: 1. Income from investments does not accrue evenly throughout the year and tends to be higher in the first half. Indications are that income from investments for the full year 1971 is likely to be slightly less than it was in 1970. Profits and losses on realisation of investments are subject to wide variation.

2. In the search for profitable new mining business, considerable expenditure is incurred on prospecting. There is no regularity in the incidence of this expenditure which is generally unremunerative for a considerable number of years. At the time the expenditure is incurred there can usually be no certainty as to the prospective value of the work, and time is required to make a fair appraisal. Accordingly, since 1967 exploration expenditure has been charged directly to Exploration Reserve Account. Exploration expenditure for the half-year ended 30th June, 1971 amounted to R884,000 (R836,000 for the half-year ended 30th June, 1970) and has been charged to Exploration Reserve Account. Exploration expenditure for the year 1970 amounted to R1,912,000.

3. No provision has been made in the above half-yearly figures for the writing-down of investments as this provision is calculated at the company's financial year-end. While it is estimated that R1,600,000 will be provided at the year-end to allow for the wasting nature of a substantial part of the portfolio the amount to be provided will depend on conditions ruling at the year-end. If present depressed market conditions continue and market prices show no improvement by the year-end certain investments will be valued in the market at less than book cost. In such circumstances the Directors may well deem it advisable to make an appropriation from General Reserve Account in order to write these investments down. The amount of such appropriation will depend on market conditions prevailing at the year-end.

4. Foreign currencies have been converted into South African currency at the approximate rates of exchange ruling on 30th June, 1971.

By Order of the Board,
per pro. UNION CORPORATION (U.K.) LIMITED,
London Secretaries,
B. R. AUGARDE.London Transfer Office:
Princes House,
95, Gresham Street,
LONDON, EC2V 7BS.

12th October, 1971

Ocean Steam Ship reports...

Consolidated Profit and Loss Statement
for the half-year ended 30th June 1971

Interim Dividend payable to Stockholders on Register at close of business 1st November, 1971 of 14 per cent gross. (Half-year to 30th June, 1970 14 per cent gross; year to 31st December, 1970 28 per cent gross).

	Half-Year to 30.6.1971	Half-Year to 30.6.1970	Year to 31.12.70
Turnover	£700,000	£700,000	£700,000
Group Profit before Taxation	39,693	34,022	71,326
after charging:			
Depreciation of	3,001	3,765	6,531
and crediting:			
Income from investments and interest	1,932	1,824	4,114
Figures for the half-year are unaudited.			

The Interim Dividend of 14 per cent will be paid less income tax on 30th November, 1971.

For the year to 31st December, 1971, Group Profit should be not less than £6,800,000 (1970—£6,341,000) after including investment income of £2,725,000 (1970—£4,114,000) and after charging taxation of £750,000 (1970—£190,000).

Allowing for minority interests of £100,000 (1970—£47,000) the profit attributable to Stockholders should increase from £6,294,000 in 1970 to not less than £6,700,000. The Group's share of losses, less retained profits of associated companies, is estimated to be £900,000 (1970—£350,000) and is not included in the figures quoted above.

Trading conditions at present show some falling off of orders but the Directors expect that overall profits in the second half of 1971 will not be greatly different from the amount earned in the second half of 1970.

"An interim dividend of 5½% less income tax (1970—5½%) has been declared payable on 31st December 1971 to Ordinary Stockholders on the Register as at the close of business on



GENERAL MINING AND FINANCE CORPORATION, LIMITED

(ALL COMPANIES MENTIONED ARE INCORPORATED IN THE REPUBLIC OF SOUTH AFRICA)

GOLD MINING COMPANIES' REPORTS FOR THE QUARTER ENDED 30th SEPTEMBER, 1971
WITH COMPARATIVE FIGURES FOR THE PREVIOUS QUARTER

CONVERSION TABLE

METRIC UNITS TO IMPERIAL UNITS

1 metre (m)	= 3.2808 feet
1 centimetre (cm)	= 0.394 inch
1 centare (ca)	= 0.0247 square fathoms
1 centimetre (cm)	= 0.0394 short tons
1 gram (g)	= 0.002205 pounds
1 kilogram (kg)	= 0.4535999999999999 kilograms
1 gram per metric ton (g/t)	= 0.3985 pennyweight per troy oz
1 centimetre (cm)	= 0.0393700787401575 centimetres (cm)
1 kilogram (kg)	= 2.2046 pounds (Avoirdupois)
1 centimetre-kilogram (cm-kg)	= 2.0 pounds per ton
1 litre (l)	= 0.7879 liquid-pounds
	= 0.229 gallons.

IMPERIAL UNITS TO METRIC UNITS

1 foot	= 0.3048 metre (m)
1 inch	= 0.254 centimetres (cm)
1 square fathom	= 0.3455 centares (ca)
1 short ton	= 0.9072 metric ton (t)
1 pennyweight	= 0.0015559999999999999 kilograms (kg)
1 troy oz	= 0.0311 kilogram (kg)
1 pennyweight per ton	= 1.714 grams per metric ton (g/t)
1 inch-pennyweight	= 4.854 centimetre-grains (cm-g)
1 pound (Avo)	= 0.4535999999999999 kilograms (kg)
1 litre (l)	= 0.260 kilogram (kg)
1 inch-pound	= 0.260 kilogram-metres (kg-m)
1 sal	= 4.8461 litres (l)

BUFFELSFONTEIN GOLD MINING COMPANY LIMITED

OPERATING RESULTS

	Quarter ended Sept. 1971	Quarter ended June 1971		
Gold:				
Metric tons milled (t)	711,000	705,800		
Recovery: kilograms (kg)	5,706,172	5,706,172		
yield per ton-kilograms (g/t)	12.39	12.35		
Revenue per ton milled (R)	28.01	28.05		
Cost per ton milled (R)	1.22	1.49		
Profit per ton milled (R)	26.79	26.56		
Revenue per kilogram (kg) (R)	806.71	806.71		
Profit per kilogram (kg) (R)	715.35	715.35		
Uranium:				
Metric tons treated (t)	701,000	704,000		
Production-kilograms (kg)	259,729	259,393		
yield per ton-milligrams (kg/t)	0.305	0.314		
FINANCIAL:				
Gold:				
Working revenue	R 7,111,337	R 7,022,370		
Working costs	R 6,256,565	R 6,233,431		
Premium Gold Sales	R 885,772	R 875,876		
Uranium:				
Working profit	R 1,251,849	R 1,201,035		
Interest:				
Working profit	R 1,257,567	R 1,212,678		
Add:				
Working profit	R 137,075	R 140,331		
Profit at Mine	R 16,195	R 31,810		
Interest payable	R 4,496,456	R 2,211,871		
Additional revenue (net)	R 67,504	R 9,146		
Total Profit	R 57,138	R 115,812		
Taxation and lease consideration	R 4,992,792	R 2,431,027		
Capital expenditure:				
Uranium and acid	R 1,522,000	R 196,027		
Trade investments	R 1,409,586	R 1,712,677		
Dividends: amount	R 385	R 314,408		
per share (cents)	R 13	R 13		
Loan repayments:				
Gold:				
Uranium:				
Loan balance outstanding	R 546,350	R 544,350		
DEVELOPMENT:				
Advanced-metres (m)	15,284.3	13,616.1		
Samples:				
Meters (m)	2,837.0	2,186.8		
Average value: gold-cm	1.774	2.261		
gold-cm	42.85	51.30		
Payable:				
Meters (m)	1,956.8	1,814.0		
Percentage	68.4	73.1		
Value: gold-cm	31.93	31.19		
gold-cm	2,519	2,764		
Value: Uranium-cm	0.613	0.623		
gold-cm	46.30	55.64		
DEVELOPMENT SUMMARY for the three months ended 30th September, 1971				
Payable Percentage width Channel Gold				
Area Metres cm² kN/t cm² kN/t cm² kN/t cm² kN/t				
Pioneer Shaft 297 62.1 179 48.75 295 66.4 282 52.17				
Pioneer Secondary 657 66.2 225 22.15 2,332 0.429 45.16 2.05				
Eastern Shaft 531 76.6 46 60.0 2,015 1.016 50.34				
TOTALS:	R 1,795 68.5 79 31.95 2,519 0.613 46.36			
ORE RESERVES at 30th June, 1971				
Metric tons	4,217,000	Available	Total	Mines
Stope width-cm	134	143	100	100
Value: Gold-cm	16,713	17,126	12,400	12,400
gold-cm	2,000	2,643	1,900	1,900
Uranium-cm	0.304	0.349	0.387	0.387
gold-cm	56.62	52.94	50.31	50.31
REMARKS:				
URANIUM PROFITS:				
The actual working profit was due to additional sales over and above the normal reserves. The loan balance outstanding amounting R 16,224,933 includes Swiss francs 26,385,000.				
CAPITAL WORKS:				
ORANGIA SHAFT SYSTEM:				
Main Orangia Shaft (8.82 metres diameter)				
The shaft was sunk 371 metres to a depth of 2,157 metres below surface.				
Stations were excavated at 24, 25 and 26 levels.				
Secondary Orangia Shaft (6.64 metres diameter):				
The shaft was sunk 177 metres to a depth of 195 metres below collar.				

SOUTH ROODEPOORT MAIN REEF AREAS, LIMITED

OPERATING RESULTS

	Quarter ended Sept. 1971	Quarter ended June 1971		
Gold:				
Metric tons milled (t)	90,900	90,200		
Recovery: kilograms (kg)	52,024	52,324		
yield per ton-milligrams (g/t)	55.4	56.3		
Revenue per ton milled (R)	1.22	1.25		
Cost per ton milled (R)	0.17	0.18		
Profit per ton milled (R)	1.05	1.07		
Revenue per kilogram (kg) (R)	876.35	876.35		
Cost per kilogram (kg) (R)	0.12	0.12		
Profit per kilogram (kg) (R)	876.23	876.23		
FINANCIAL:				
Working revenue	R 304,776	R 302,621		
Working costs	R 278,595	R 281,521		
Premium Gold Sales	R 11,221	R 6,025		
Uranium:				
Working profit	R 6,013	R 1,103		
Interest paid	R 185	R 185		
Additional revenue (net)	R 2,793	R 2,793		
Total Profit	R 6,203	R 4,025		
Taxation				
Capital expenditure				
Dividends: amount				
per share (cents)				
Loan repayments:				
Gold:				
Uranium:				
Loan balance outstanding				
DEVELOPMENT:				
Advanced-metres (m)	1,981.5	1,357.4		
Samples:				
Meters (m)	628.5	444.0		
Average value: cm²	645	561		
Percentage	13.8	22.2		
Channel width-cm	73	62		
Value: g/t	17.35	16.67		
gold-cm	1,278	1,099		
DEVELOPMENT SUMMARY for the three months ended 30th September, 1971				
Payable Percentage width Channel Gold				
Area Metres cm² kN/t cm² kN/t cm² kN/t cm² kN/t				
Ton Shaft 297 62.1 179 48.75 295 66.4 282 52.17				
Pioneer Secondary 657 66.2 225 22.15 2,332 0.429 45.16 2.05				
Eastern Shaft 531 76.6 46 60.0 2,015 1.016 50.34				
TOTALS:	R 1,795 68.5 79 31.95 2,519 0.613 46.36			
DRE RESERVES at 30th June, 1971				
Metric tons	3,021,000	Available	Total	Mines
Stope width-cm	134	143	100	100
Value: Gold-cm	16,713	17,126	12,400	12,400
gold-cm	2,000	2,643	1,900	1,900
Uranium-cm	0.304	0.349	0.387	0.387
gold-cm	56.62	52.94	50.31	50.31
REMARKS:				
URANIUM PROFITS:				
The actual working profit was due to additional sales over and above the normal reserves. The loan balance outstanding amounting R 16,224,933 includes Swiss francs 26,385,000.				

	Quarter ended Sept. 1971	Quarter ended June 1971
Gold:		
Metric tons milled (t)	39,000	61,700
Recovery: kilograms (kg)	30,400	41,400
yield per ton-milligrams (g/t)	115	137
Revenue per ton milled (R)	1.22	1.25
Cost per ton milled (R)	0.17	0.18
Profit per ton milled (R)	1.05	1.07
Revenue per kilogram (kg) (R)	876.35	876.35
Cost per kilogram (kg) (R)	0.12	0.12
Profit per kilogram (kg) (R)	876.23	876.23
FINANCIAL:		
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INDUSTRIAL FINISHES

FINANCIAL TIMES SURVEY

Industry must deal with problems of corrosion

By MICHAEL CASSELL

For the last ten years at least it has been widely assumed that the annual cost of corrosion in the U.K. amounted to something in the region of £800m. The figure has given some indication of the magnitude of the problem with its attendant drain on the national economy, but this year a new set of statistics have come to light and shown all previous estimates to be hopelessly inadequate.

After two years' work, the Government-appointed Committee on Corrosion and Protection reported in March that the total bill for corrosion and the work done to eliminate it, taking into account such side effects as lost production and the necessity for maintaining standby plant could be, at the very least, £1,365m. every year, or 3.5 per cent of the gross national product.

Few sectors of industry can escape the ravages of this major problem. The annual cost to the transport industry alone is thought to be as high as £350m., a figure which would be considerably reduced if more trouble was taken to cut down the chances of corrosion at the design stage. The Committee, in fact, suggested that the average life of a car body could be extended by three years given design improvements on most models.

Scant attention

Another £250m. a year is incurred each year by the construction industry, where some of the leading organisations pay scant attention to the avoidance of the problem. Common faults are the storage of materials in the open and insufficient control of metal finishing standards.

A substantial percentage of these staggering figures could be saved if only current knowledge and techniques were put to better use. The Committee came to the conclusion that a saving of about £310m. a year could be achieved given improved education and a greater awareness of the situation.

At the same time, the Committee urged that more effort should be made to ensure that engineers, draughtsmen, Morts made in both design and designers and architects' all manufacturing stages could be received tuition on corrosion, instrumental in helping to cut prevention techniques.

Development work

There has, so far, been little indication of how the Government will act, if at all, on the Committee's recommendations but in the meantime, the research and development work continues. Active work on new paints and remarkable technical advances in electroplating have been recorded and totally new concepts are still emerging. One of the latest is powder coating which is rapidly assuming world-wide popularity. The process involves the electrostatic application of a highly resistant dry powder finish and Britain's first fully automatic plant has already been installed. It is believed that some overseas motor manufacturers are restricted profit margins and are already planning to adopt the new process in their production.

According to the Committee, there have been instances where new products were insufficiently developed and expensive delays and lost production have inevitably followed. These difficulties illustrate another basic problem concerning the establishment of a new product or technique.

Most suppliers operate with

which continually change as process within the next few grammes which are necessary if they are to develop new products or techniques.

But apart from the development of new techniques, problems are still encountered in getting new products or techniques accepted and one of the major difficulties appears to be within their province.

The major task then would be to stabilise the ratio between alkalinity and chlorinity, and this is expressed in terms of the Pb value of the water. If the Pb value does not express a ratio of at least two parts of alkalinity to one of chlorinity there is a substantial danger of corrosion. Even water which does not contain excess acidity can be corrosive because

initial training and with the establishment of a central body which would be able to promote close contact with all the organisations concerned either centrally or peripherally with the question of corrosion and its prevention. It is now over six months since its recom-

mendations were made and it is to be hoped that some positive action is taken as a result of the very clear message which the long-term development pro-

gramme is real. The aim is to stabilise the ratio between alkalinity and chlorinity, and this is expressed in terms of the Pb value of the water. If the Pb value does not express a ratio of at least two parts of alkalinity to one of chlorinity there is a substantial danger of corrosion. Even water which does not contain excess acidity can be corrosive because

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Serious problem

The water supply industry is

mainly concerned with the production of clear, drinkable water, and the mineral content of water supplied tends to play second fiddle to this consideration. A water Board's only real concern over corrosion is prevention of it in its own plant and supply system. Only half the water Boards in the country consider that corrosion is a serious enough problem to warrant treatment of supplies, and very few are able to estimate the savings that treatment can bring because of natural deterioration of equipment. The Government has estimated, however, that the annual cost of corrosion and protection to the water supply industry is some £16m.

Most water Boards seem only to become aware of corrosion problems via complaints from users, and few Boards and authorities inform consumers when a change of water source is made. Even where they do, the approach is often restricted to industrial users. In spite of this sorry picture of a large-scale lack of communication between supplier and consumer, about 30 per cent of Britain's water Boards are consulted by local industry on corrosion problems.

Water treatment firms are principally concerned with water for cooling and effluent systems, but are often embarrassed by the way in which their advice is taken by industry. One such company is concerned with the prevention of corrosion in the cooling towers it supplies, and found that if it recommended the installation of treatment plants in such systems, customers simply assumed that its equipment was inferior and looked elsewhere.

Companies in this field build into their installations allowances for corrosion, and a safety margin of 50 per cent is not uncommon. This enlightened attitude does not extend much further than specialist concerns, however. The DTI has stated that the range of corrosion awareness in industry extends from "excellent to deplorable," and the Department was especially scathing with regard to general engineering. It said that many companies in this area want "the imminable, namely a simple and cheap panacea for all corrosion problems." The major concern in the industry is the avoidance of corrosion during the warranty period, which seldom extends beyond one year.

It is unfair to imply that industry in general is concerned only with sweeping problems under the carpet. Many architects and engineers are merely in the form of corrosion.

New methods of water treatment

By DAVID GRAYSTON

The Automobile Association recently estimated that rust damage to cars costs £250m. per year—£20 for each car owner. This is a pointer to the cost of corrosion in industry at large to-day. It is small wonder that strenuous efforts have been made over the last decade to combat this menace.

New techniques of corrosion inhibition have been developed in all the major manufacturing countries of the world, and high on the list of priorities has been the development of new methods of water treatment.

The main cause of corrosion is excess acidity in water supplies. This problem is more severe in areas which have soft water because the acidity of such water is markedly higher than that of hard water. Perforation of pipes and blockage of supply systems, together with discolouration, the so-called "red water problem," are the most troublesome aspects of corrosion attack in such areas.

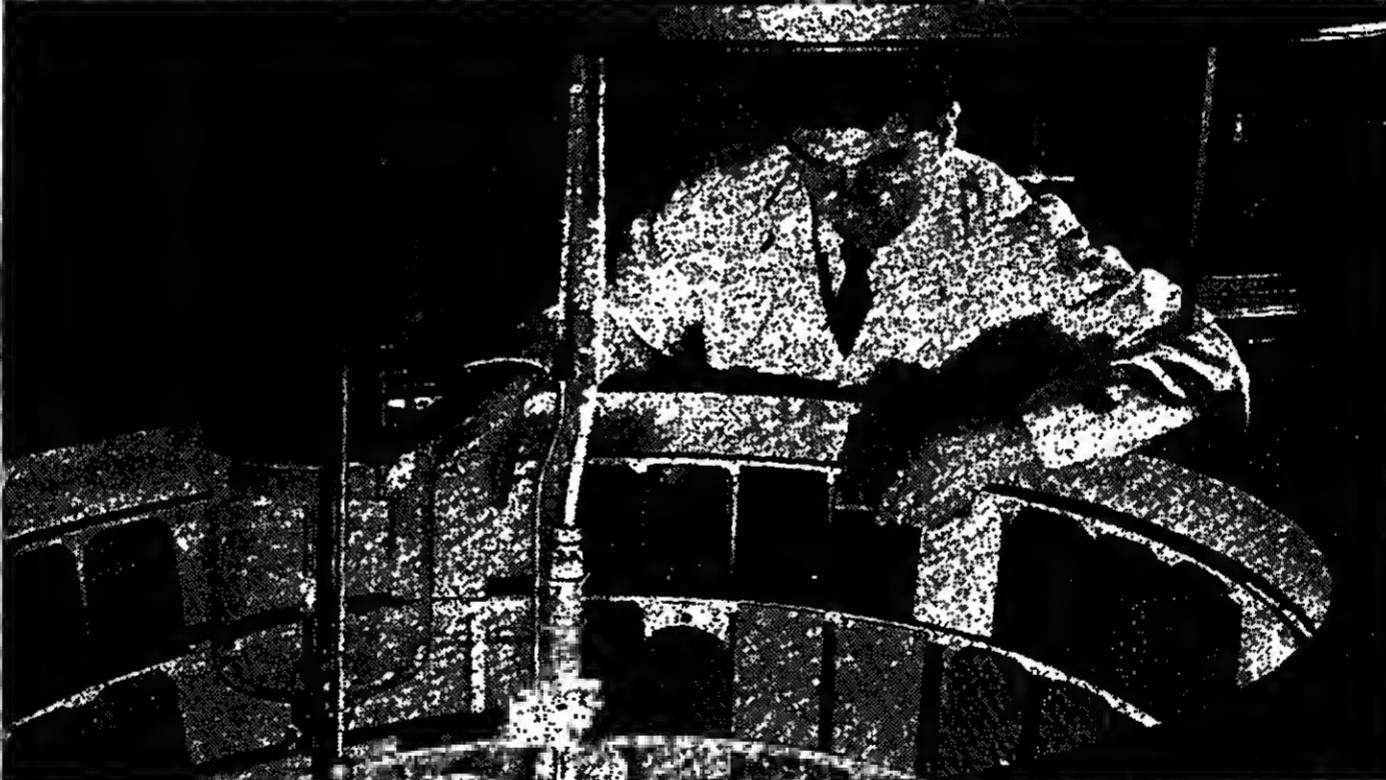
This is redressed by the addition of lime to basic sources. The aim is to stabilise the ratio between alkalinity and chlorinity, and this is expressed in terms of the Pb value of the water. If the Pb value does not express a ratio of at least two parts of alkalinity to one of chlorinity there is a substantial danger of corrosion. Even water which does not contain excess acidity can be corrosive because

Chemical freezes

Commercial anti-freezes contain ethylene glycol to prevent freezing; a mixture of three parts of water to one part of this chemical freeze at minus 12 degrees Centigrade. But at high temperatures chemical reactions can cause such a mixture to become acidic and extremely corrosive. Thus all proprietary brands of anti-freeze contain inhibitors. There are, however, three separate British Standards for anti-freeze, because each type only contains inhibitors to protect certain types of metal, and damage can result if the wrong type is used. It is therefore vital to select the right anti-freeze for the engine. The Association adds in passing that the practice of draining car radiators of anti-freeze in summer probably does more harm than good.

It is plain that although all problems of corrosion inhibition will be solved in the near future, the main problem is lack of communication and awareness of what has been accomplished beyond one year.

It is unfair to imply that already. Until the darkness has been dispelled we will continue to lose 3.5 per cent of our gross national product down the drains.



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Rilsan. It just sits there and does nothing.

It doesn't rust. It doesn't wear away. It doesn't chip, flake or peel. It doesn't even conduct electricity.

But if you're looking for a really efficient way of protecting metal from corrosion, abrasion or impact, then coating it with Rilsan nylon is the complete answer.

And the best way to find out how well Rilsan performs on your own particular application is to investigate it along to our special Technical Centre at Newbury, Berks.

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We'll run a coating test for you to determine the best method of coating your application—whether by fluidised bed dipping, electrostatic projection or flocking.

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So if you've got a product which needs protecting from corrosion, abrasion or impact, bring it along to us and we'll give you an all-action demonstration of Rilsan doing nothing.

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AQUITAINE-ORGANICO (UK) LIMITED

Technical Centre (Coatings), Kiln Road, Shaw, Newbury, Berks.

Tel: Newbury 5048

Head Office: Colthrop Lane, Thatcham, Newbury, Berks. Tel: Kennet Bridge 456/7/8



* resists the effects of weathering, acids, salts, hydrocarbons etc.

* is resistant to abrasion and impact.

* has a high dielectric strength and a low coefficient of friction.

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INDUSTRIAL FINISHES III

Paint has a high protective quality

By JACK HAY

Paint is not only used to make an article pretty, it also protects. The range of paints available to the manufacturer is large and complex, and there is quite a science in knowing which paint to apply and why. It is essential that painting should be considered as an integral part of any manufacturing process. The choice of the correct paint coating is as important as the choice of material from which the article is manufactured. Paint selection process should take place at the drawing board stage.

The constituents of paint can be freely varied to allow the paint to fulfil a particular function.

A paint chemist would probably classify a paint according to its drying properties. An engineer would think in terms of the function of the paint—decorative, protective or both?

Paint is suitable for most metals, which can be painted before or after assembly and selected areas painted without elaborate masking. With articles of complex shape it is often advisable if possible to paint the individual parts before assembly to ensure that all surfaces are adequately coated.

Alternatively the priming and undercoats may be applied before assembly and the finishing coats applied when the component is complete.

Many components and machines have to stand up to considerable strain and abrasion as part of their working life. Earth moving machinery, farm tractors, and conveyor systems all have to rely on a good protective paint covering to shield the worst of the weather from the metal underneath. This paint must be tough, flexible and specially formulated to last as long as the machine itself if need be.

Decorative value

Protection for the metal underneath is often the foremost concern of the paint specifier, but it is not the only consideration. In many cases appearance and decoration is of equal if not prime importance, particularly as in the case of cars or children's toys, where the articles must look attractive to meet their market. Even where an attractive appearance is not a requirement, the decorative value of a paint coating is very high. The appearance of an article can depend on the paint: general purpose paints are available in a wide range of colours and in a variety of gloss levels from high gloss to matt.

Novel decorative effects can be obtained by using paints containing metallic pigments such as aluminium. The best test is that, within a short time, known is the metallic finish, there will be enough flaws to use on so many cars. Other decorative effects include a sandblasted finish which gives a rusted effect.

beaten metal effect, and a trichloroethylene treatment for iron and steel is a selection. What facilities are available for paint application? typewriters and domestic equipment. By the condensation of trichloroethylene vapour on vents the spread of rust should most widely used method, because it is easily adaptable to most factory conditions; but again, the spray equipment will often influence the specifier's choice of paint. Other conditions will be the drying facilities available and the relative cost of the paint per gallon.

Alkali cleaners

The use of alkali cleaners is another way of removing grease and oil. Applied by either dip or power spray, these remove the contamination by partly saponifying and partly emulsifying the oil and grease. When dipped most of the grease separates on top of the bath and is removed by skimming over a weir. In power spray plants, cleaning is greatly helped by the physical force of jets, sometimes with a preliminary spraying stage using water only.

Rust must also be removed. Shot blasting and mechanical scrubbing can be used, but these methods often miss deposits in "valleys" and other hidden areas. Chemical derusters, based on solvent, but has the disadvantage of high labour costs, loss of solvent and contamination of the rags.

Another method is dipping in solvent, but unless the solvent is changed regularly it soon on phosphoric acid, suitably becomes useless, re-depositing inhibited, will remove all traces most of the contaminants.

Many of these difficulties can be overcome by the use of

The most widely used pre-treatment for the surrounding metal.

choice of process is determined by the end use of the product. Lightweight iron phosphate is ideal for use on metal furniture, radiators, light fittings, car components and articles subjected to "indoor" conditions.

A recent development has been the introduction by ICI of a non-aqueous phosphating solution. This can be applied by dip or spray gun to degreased steel. It forms a sealed phosphate coating which can be painted immediately; or the article can be put into store.

Much of the research which

has been put into the preparation of steel for painting also

applied to aluminium. Painting

of zinc or zinc coated metal

is difficult because of the reaction

which occurs between the paint

and the metal. This can be

overcome by the use of a phosphate coating or a chromate coating.

The engineer must take into consideration a number of factors in making his paint a crucial part.

Paint, of course, figures

widely in the home as well as

the factory. For wood finish

many new formulations are

already in their early develop-

ment stages. ICI say that the

furniture is most promising,

particularly with the latest

trend towards the painted look;

this in turn may lead to several

new fashion trends, in which

the finishing system will play

a crucial part.

AEI heating division claim

that the use of electric radiant

heat equipment is becoming

familiar in a variety of indus-

tries particularly for the drying

and storing of paint in the

metal finishing industries. The

advantages put forward are a

reduction in the time of pro-

cessing and floor space, flexi-

bility and adaptability.

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familiar in a variety of indus-

tries particularly for the drying

and storing of paint in the

metal finishing industries. The

advantages put forward are a

reduction in the time of pro-

cessing and floor space, flexi-

bility and adaptability.

AEI heating division claim

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heat equipment is becoming

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and storing of paint in the

metal finishing industries. The

advantages put forward are a

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cessing and floor space, flexi-

bility and adaptability.

CANNING plant and solutions specified for anodising wing sections of A300B European Airbus

W. Canning & Co. Ltd., Birmingham, supplied the plant to Hawker Siddeley Aviation for anodising the wing panels of the European Airbus A300B. Here is shown a wing skin being lowered into one of the 62 ft. (18.8m) long by 12 ft. (3.6m) deep tanks.

Canning is the largest wholly British owned organisation for the manufacture and supply of plant and materials for metal finishing: plating plant, plating solutions, metal cleaners, polishing machines and materials, deburring machines, decorative and protective lacquers.

Telephone 021-236 8621 or Telex 33241

for service and product information

METAL FINISHING IS



W. CANNING & CO. LTD. BIRMINGHAM B18 6AS

The bigger you get, the more branches you need

There are four centres in the country where you can get anything you want in the way of metal finishing processes, equipment and chemicals.

In the South: Woking 5222

The North: Atherton 2141

The Midlands: 021 356 3851

Scotland: East Kilbride 29445

Telephone numbers



The South: Woking 5222

The North: Atherton 2141

The Midlands: 021 356 3851

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METAL POWER

Bestobell are power-protectors. Protectors of the strength that lies in metals and metal products.

No matter what the size, no matter what the surface... from gigantic super-tankers to small metal plates... Bestobell has the products to clean, pre-treat and cover. Products like Penetone's chemical cleaners and Hadfield's surface coatings. And if beauty or decorative features are needed, then there's a range of colour and special surfaces just waiting for you.

All this is backed by extensive programmes of research and development and a technical advisory service always ready to investigate and solve individual problems.

For toughness, durability, reliability or corrosion control... for colour and decorative appeal... there's nothing to beat this unique service.

Further information and technical details are readily available. Contact John Hazel, Chemical Products Division, Bestobell Ltd., 131 Western Road, Mitcham, Surrey CR4 8YQ. Telephone: 01-648 3422.

Hadfields | Penetone
Members of the Bestobell Group

Coated steel - (Cont'd)

Continued from previous page play with their product "Stelvite". There are three forms: Stelvite Z: PVC on one side of electro-zinc coated steel and chrome washed. Supplied in sheet or coil, and used for internal applications where high corrosion resistance is not essential. The steel conforms to EX 1449. Stelvite G: PVC on one side of hot dipped steel and approximately 15 years in normal atmospheres there should a continuous plastic film.

It has been said that plastic coated steel will require no maintenance for 15 years. Time and costs, eliminating workshop problems, and improvements are based on extensive exposures on sites in the U.K. In other words the means of internal applications where high degree of corrosion resistance is not essential. The Corporation says it is able to produce virtually any meter tests in the laboratory.

The Corporation says: "After a period of time, the steel will protect the galvanised base for further period of time." The Corporation says it is able to produce virtually any finish to a sheet a manufacturer requires.

Pre-finished steel was first marketed in Britain in 1957.

Industry, according to the British Steel Corporation, has proved by experience the benefits it offers.

But coatings differ considerably in their surface properties,

and care should be taken to choose the right one for the purpose.

For that reason the British Steel Corporation suggest that the technical staff which they employ should be consulted.

Now rectified

One of the most surprising aspects of cathodic protection is the way in which it has been neglected by industry for so many years. To revert to rusting

iron, as far back as 1906 Charnier's Technological and Scientific Dictionary was explaining

the phenomenon in terms of electrode potentials, and it

would have seemed reasonable

that an electrical solution would

have been more eagerly sought

and, when found, adopted.

Fortunately this situation has

now been rectified, and the

technique is now being widely

used to ensure that there will be even further de-

velopment of anode materials and

construction. In conjunction

with these, growing interest in

automatic control and a more

increased efficiency.

Diodes of silicon have been

used to switch off the current

when the potential difference

between the two electrodes is

too great. This is generally

achieved by using an appropriate

electrolyte.

Anti-fouling systems depend-

ing on the electrical dispersal

of metallic ions in the water

around a metallic structure has

also been found to be effective,

and this principle has also been

applied to inhibiting the growth

of algae around power station

outfalls.

There is, of course, the problem

of maintaining the electrodes

in place.

And it's waiting for you — near enough on your own doorstep.

EFCO Limited, Electro-Chemical Engineering Division, Shrewsbury, Shropshire, England

Telephone 0743 522222

Fax: 0743 522222

E-mail: info@ecco-ltd.co.uk

Web: www.ecco-ltd.co.uk

Address: EFCO Limited, Shrewsbury, Shropshire, England

WALL STREET + OVERSEAS MARKETS

MONEY + EXCHANGES

Dow up 1.61 as uncertainty clears

BY OUR WALL STREET CORRESPONDENT

THE STOCK MARKET closed only moderately higher on moderate compensation decision. Anaconda added \$1 to \$141 and Cerro lost \$1 to \$141.

Nationals dropped \$2 to \$78. Standard of California \$1 to \$83. Nixon's economic programme did clear away one uncertainty but left the market.

Analysts had generally expected a more positive response by the market to a statement by labour that it would support the Administration.

But except for a brief flurry of activity shortly after the announcement of support, the market appeared to take the decision in its stride.

At the close, the Dow Jones Industrial Average stood at 933.55 up 1.81 (up 2.77 earlier). The Stamps Industrial Index was up 42 cents and the NYSE All Commodity 20. Advancing stocks led by 148 to 386, as volume slipped 14m shares compared with 3.2m yesterday.

Some analysts said that despite the Administration's statement on the cost-of-living council will play in Phase Two of the economic programme, investors are still awaiting some further clarification on what standards the new commissions will set for prices and wages.

Transportation issues, especially airlines, were outstanding performers in the market.

Airlines benefited from the announcement that the International Air Transport Association had called a meeting in Switzerland later this month to attempt to break the impasse over transatlantic fares.

IBA gained \$9 to \$151. The company reported narrowly higher third-quarter and nine-month earnings. Reynolds Metal, which had a loss in the third quarter, eased \$1 to \$171.

Among other companies reporting higher earnings, International Paper gained \$2 to \$332. Merrill Lynch lost \$1 to \$341. P. Marlow & Sons \$2 to \$313. Brunswick gained \$2 to \$34. Fedders lost \$2 to \$242, and Reitman Industries \$2 to \$221.

Kennecott Copper gained \$1 to \$303 and Robertson Controls added \$1 to \$391.

Dixiey lost \$2 to \$100. Polaroid \$1 to \$202. Xerox \$1 to \$142 and Bausch and Lomb \$4 to \$143. Corning Glass gained \$1 to \$211.

Five airlines made their way on to the active list, with Braniff the only loser at \$141, off \$1.

Eastern gained \$1 to \$205. American \$1 to \$393. TWA \$21 to \$354 and Pan American \$16 to \$11.

LUA topped the active list, gaining \$1 to \$71. Other active issues included Southern California Edison up \$1 to \$191. Great Western Financial up \$1 to \$30. Texas Utilities up \$1 to \$383.

Kennecott Copper lost \$1 to \$263. The Chilean Government has given Kennecott, Anaconda

the bank index fell 5.91 to 196.40. The Toronto Industrial index lost 3.72 to 162.21—also year's low—Golds 1.92 to 159.83. Base Metals 1.70 to 75.84, and Western Oils 2.75 to 218.36.

PARIS—Lower but more resistant than yesterday on technical factors. Oils were weak, led down by Aquitaine and Lille-Bonnières. Considérations, Engineering and Stores also ended. Aérospatiale and Financière, Etablissements et Banques d'Indochine declined but Credit National advanced.

Chemicals were held after an agreement on voluntary price controls throughout the industry, while in Electricals Thomson Brandt firmed slightly, though Alsthom eased.

Chiers et l'Oreal were weak, and the Pinay Bond declined. Foreign stocks were mixed, with Dutch and German firms Norsk Hydro advanced.

AMSTERDAM—Internationals firm led by Royal Dutch, but Unilever edged lower. Plantations and Shipments were mixed. Most local Industrials edged

lower, but Heineken and OCE-Vander Graten rose slightly. Investment Funds eased further. Banks continued their recent steady rise. Insurances were narrowly mixed and State Loans very steady.

BRUSSELS—Slightly higher overall in technical reaction to yesterday's weakness.

Petrolia, Union Miniere, Considérations, Engineering and Stores also ended. Aérospatiale and Financière, Etablissements et Banques d'Indochine declined but Credit National advanced.

Chemicals were held after an

agreement on voluntary price

controls throughout the industry,

while in Electricals Thomson

Brandt firmed slightly, though

Alsthom eased.

In the Foreign sector, German and Dutch issues gained slightly, while French stocks were lower and Gédis neglected.

GERMANY—Generally firmer, on hopes of an easing in credit policy at the Bundesbank council meeting. Bourse sources said.

Leaders gained in active trading

Bonds were very steady, with Puhle issues higher.

MILAN—Weak in light trading.

Closing prices were generally at day's lows reflecting selling pressure and monthly technical factors.

OTHER MARKETS

Canada lower

Canadian Stock Markets took heavy losses in moderately active trading yesterday.

The Montreal index dropped 3.92 to 171.50—a year's low—and

the Toronto index fell 5.91 to 196.40.

The Stamps Industrial index lost 3.72 to 162.21—also year's low—Golds 1.92 to 159.83. Base Metals 1.70 to 75.84, and Western Oils 2.75 to 218.36.

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Indices

NEW YORK

DOW JONES AVERAGES

Close High Low Prev. Day Vol.

1971 71.66 264.81 263.45 116.00 14.36

71.52 264.71 263.45 115.18 14.36

71.48 264.68 263.51 114.39 14.36

71.30 264.57 263.45 114.16 17.03

71.11 264.45 263.33 113.37 14.67

71.07 264.35 263.26 113.01 12.90

Oct. 11 264.21 263.10 108.51 13.40

STANDARD AND POORS U.S. STOCK INDICES

NEW YORK

DOW JONES AVERAGES

Close High Low Prev. Day Vol.

1971 71.66 264.81 263.45 116.00 14.36

71.52 264.71 263.45 115.18 14.36

71.48 264.68 263.51 114.39 14.36

71.30 264.57 263.45 114.16 17.03

71.11 264.45 263.33 113.37 14.67

71.07 264.35 263.26 113.01 12.90

Oct. 11 264.21 263.10 108.51 13.40

STOCK AND BOND YIELDS

Oct. 7-Sept. 30 Sept. 30

Industrial div. Yield pc. 2.88 2.91 3.54

Long-term Govt. Bonds 17.82 17.85 18.67

On Dividends 5.75 5.76 5.72

On Bonds 5.75 5.76 5.72

IND. DIVIDEND YIELD p.c.

Oct. 11 Oct. 4 Oct. 11

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F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and the Faculty of Actuaries in Edinburgh

EQUITY GROUPS GROUPS & SUB-SECTIONS

Figures in parentheses after sectional names show number of stocks.

	Tuesday, Oct. 12, 1971										Highs and Lows Index						
	Index No.	Day's Change %	With 40% Comp. Div. Yield %	Ex-Divid. Yield %	Days' Average Earnings Ratio	Mon. Oct. 11	Fri. Oct. 7	Thurs. Oct. 6	Wed. Oct. 5	Year ago (approx.)	1971	Since compilation	High	Low	High	Low	
1 CAPITAL GOODS GROUP (184)	158.01	-0.1	9.28	16.73	3.79	158.18	158.51	158.55	158.79	158.73	152.00	105.03	151.30	82.85	152.85	82.85	
2 Aircraft and Components (3)	110.70	-2.0	7.43	15.48	5.84	118.91	118.15	118.33	118.44	118.51	104.98	102.03	109.68	55.68	105.68	55.68	
3 Building Materials (39)	166.06	-0.2	4.72	21.04	3.20	168.34	167.24	166.52	165.58	168.37	164.11	56.40	260.12	88.40	169.40	88.40	
4 Contracting and Construction (20)	272.81	-0.5	5.12	19.32	9.85	272.32	277.63	276.77	272.11	188.50	187.34	187.50	157.56	25.01	188.50	25.01	
5 Electric (ex. Electr. Rad. & TV) (13)	173.78	-0.6	6.13	19.48	3.01	277.15	280.70	279.07	278.28	278.28	266.23	174.92	325.11	54.77	277.85	54.77	
6 Engineering (79)	159.42	+0.9	6.85	14.58	4.50	129.18	140.52	140.35	138.54	138.54	142.00	142.00	142.00	125.00	22.95	142.00	22.95
7 Machine Tools (15)	63.18	-0.1	7.45	13.45	6.18	65.19	64.85	64.50	63.87	66.61	62.50	62.50	62.50	59.65	43.58	62.50	43.58
8 Miscellaneous (25)	184.00	+0.2	7.57	15.21	4.31	135.71	135.48	135.80	135.85	130.51	129.00	129.00	129.00	118.00	118.00	130.51	118.00
9 CONSUMER GOODS (DURABLE) GROUP (56)	181.81	+0.2	4.20	83.25	9.87	181.20	181.88	180.25	178.51	149.87	185.00	177.55	187.37	76.15	187.37	76.15	
10 Electronics, Radio and TV (14)	180.77	-0.4	5.87	25.82	9.29	197.47	189.88	192.57	181.96	181.96	181.96	181.96	181.96	181.96	181.96	181.96	181.96
11 Household Goods (15)	204.31	-0.5	5.73	17.44	3.27	204.68	203.99	200.94	200.78	194.85	194.85	194.85	194.85	194.85	194.85	194.85	194.85
12 Motors and Distributors (27)	134.77	+1.5	4.15	24.20	3.44	123.32	122.75	122.38	120.58	94.75	124.77	121.82	170.59	75.88	124.77	75.88	
13 CONSUMER GOODS (NON-DURABLE) GROUP (176)	165.58	-0.7	5.42	18.45	5.68	158.39	157.65	158.19	158.82	124.70	172.27	118.17	178.78	83.71	172.27	83.71	
14 Breweries (21)	108.88	-1.1	5.98	18.89	1.98	189.00	192.48	194.21	191.80	191.80	191.80	191.80	191.80	191.80	191.80	191.80	
15 Wines and Spirits (7)	157.99	-0.4	8.91	15.10	4.17	168.60	171.48	172.47	166.94	166.94	166.94	166.94	166.94	166.94	166.94	166.94	
16 Entertainment and Catering (15)	238.46	+0.1	3.53	17.71	8.14	228.18	229.34	225.14	221.51	178.82	221.51	221.51	221.51	221.51	221.51	221.51	
17 Food Manufacturing (24)	147.19	-1.1	5.42	18.43	3.68	147.30	148.15	148.04	146.50	113.14	148.58	148.74	171.54	85.98	148.74	85.98	
18 Food Retailing (17)	185.30	-0.5	2.18	19.29	3.07	156.59	157.00	158.52	158.52	109.07	158.52	158.52	158.52	158.52	158.52	158.52	
19 Newspapers and Publishing (15)	154.54	-0.7	5.51	17.82	4.65	158.71	166.22	165.12	164.94	164.94	164.94	164.94	164.94	164.94	164.94	164.94	
20 Packaging and Paper (16)	114.89	-0.3	6.75	14.81	4.65	114.86	115.93	115.98	116.45	116.45	116.45	116.45	116.45	116.45	116.45	116.45	
21 Stores (30)	182.19	-1.2	4.55	29.98	5.08	158.04	160.33	159.58	158.52	109.44	160.33	160.48	164.89	72.74	160.48	72.74	
22 Textiles (21)	175.05	-1.3	6.57	17.82	8.28	173.59	174.94	175.43	174.04	174.78	153.27	151.57	175.78	52.90	175.78	52.90	
23 Tobacco (3)	288.17	+0.5	8.57	10.45	5.78	227.12	231.34	231.48	229.66	224.75	224.75	224.75	224.75	224.75	224.75	224.75	
24 Toys and Games (8)	45.85	-0.2	0.88	117.47	5.18	49.95	47.28	46.39	46.37	50.31	50.03	44.43	135.74	44.40	50.31	44.40	
25 OTHER GROUPS																	
26 Chemicals (19)	186.27	-0.1	5.54	12.75	5.82	168.47	189.84	181.28	187.74	130.75	200.29	152.18	201.82	83.88	201.82	83.88	
27 Office Equipment (10)	177.54	+0.5	5.73	26.81	1.68	176.96	172.60	151.25	126.66	126.66	126.66	126.66	126.66	126.66	126.66	126.66	
28 Shipping (10)	317.03	-0.7	8.39	11.86	5.81	319.38	319.99	318.04	319.41	350.97	350.90	350.90	350.90	350.90	350.90	350.90	
29 Miscellaneous (unclassified) (44)	185.91	-0.2	6.54	18.04	5.58	195.03	194.27	194.19	191.29	136.93	136.03	135.93	135.88	135.88	135.88	135.88	
30 INDUSTRIAL GROUP (498 SHARES)	170.75	-0.4	5.48	18.44	3.58	171.57	178.77	170.75	170.65	-	178.21	178.51	178.51	180.81	178.21	178.51	
31 Oil (2)	—	—	531.67	+0.6	8.10	16.38	5.78	329.65	335.95	328.25	326.03	325.78	531.50	500.74	471.61	531.50	
32 500 SHARE INDEX	184.47	-0.9	5.59	18.11	3.59	184.80	186.34	186.16	184.05	147.60	180.55	181.50	193.75	44.86	180.55	44.86	
33 FINANCIAL GROUP (121)	175.74	-0.5	—	27.75	176.37	177.84	177.39	175.04	181.68	178.49	181.73	178.49	82.28	178.49	82.28		
34 Banks (6)	279.39	-0.1	7.69	15.00	9.85	179.03	189.28	182.01	177.07	108.01	194.94	191.59	189.02	88.35	191.59	88.35	
35 Discount Houses (6)	197.59	+0.9	—	—	5.91	188.89	188.90	185.44	184.53	186.34	186.34	186.34	186.34	186.34	186.34	186.34	
36 Hire Purchase (6)	290.01	-0.5	4.39	29.79	9.81	291.00	292.52	292.50	287.84	203.27	203.27	203.27	203.27	203.27	203.27	203.27	
37 Insurance (Life) (9)	156.10	-0.8	—	—	9.75	159.07	161.68	169.57	160.86	154.80	170.47	170.47	171.54	81.38	171.54	81.38	
38 Insurance (Composite) (9)	137.75	-0.4	—	8.14	18.85	188.35	188.31</td										

CANADIANS

F.T. SHARE INFORMATION SERVICE

BRITISH FUNDS

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

High Low

"Shorts" (Lives up to Five Years)

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

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per £

1971

Stock

Gearing + or -

Price per share

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per £

1971

Stock

Gearing + or -

Price per share

£

per £

Five to Fifteen Years

1971

Stock

Gearing + or -

Price per share

£

per £

1971

Stock

Gearing + or -

Price per share

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per £

1971

Stock

Gearing + or -

Price per share

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1971

Stock

Gearing + or -

Price per share

The Financial Times Wednesday October 13 1971

